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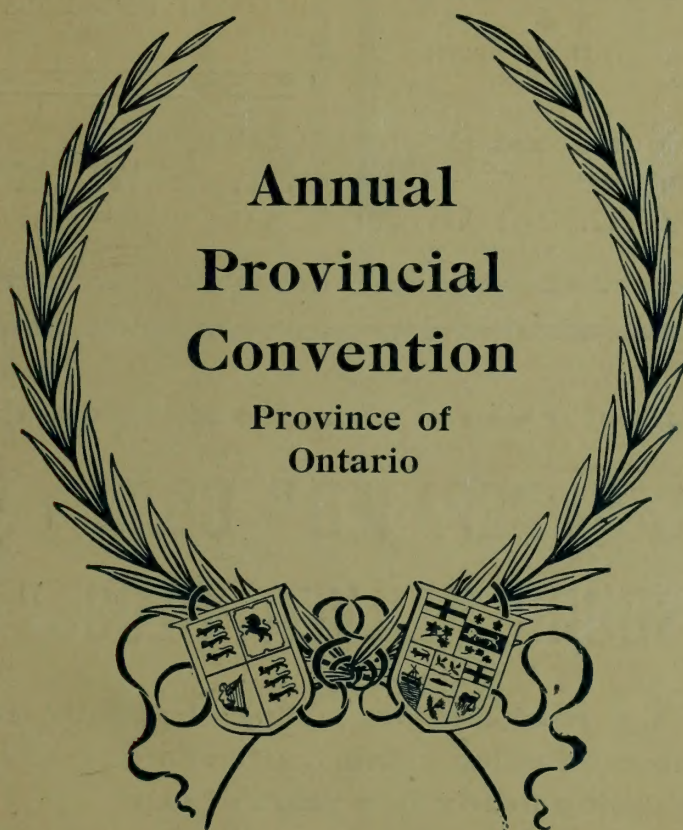
THE  
**Retail Merchants' Journal**  
OF CANADA

Vol. 3

September, 1905

No. 9

All Retail Merchants United



SPECIAL NUMBER

The Official Organ of  
**The Retail Merchants' Association of Canada**

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MONTREAL OFFICE: 88 ST. DENIS ST.



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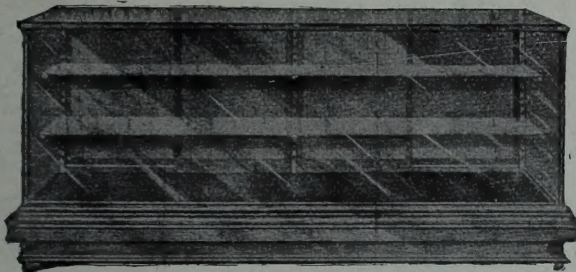
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A **FIRST-CLASS** photo cannot do this case justice, much less a cut of any kind.

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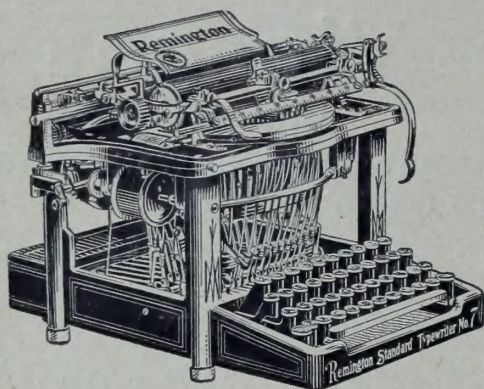
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# THE Retail Merchants' Journal

OF CANADA

The Official Organ of

The Retail Merchants' Association of Canada

TORONTO, CANADA

SEPTEMBER, 1905

## DEATH OF THE FIRST PRESIDENT.

### The Oldest Retail Merchant in Toronto.

It is with deep regret that we announce the death of our first President, Mr. E. M. Morphy, jeweler, of Toronto, who passed away in his eighty-sixth year, on August 21st. Upon the formation of The Retail Merchants' Association of Canada in November, 1896, it was by the unanimous vote of the members that the late Mr. E. M. Morphy was chosen President. In laying the foundation of an Association such as this, it was necessary that one of the guiding spirits should be a man of sterling integrity and high commercial standing in the community, one not afraid of expressing himself publicly on any question that would come within the province of retailing. For a great many years previous to the formation of our Association, Mr. E. M. Morphy was President of "The Retail Jewelers' Association of Canada," and E. M. Trowern, Secretary. Through the development of the needs of the Retail Jewelers, the present Association was formed. It was, therefore, a wise choice and a fortunate circumstance for the Association that Mr. Morphy accepted the position of President. In 1843—sixty-two years ago—when Toronto was in its infancy, Mr. Morphy placed his sign upon the present building site on Yonge Street, and it has remained there ever since, known far and wide as the "old reliable jewelry house," and one of Toronto's best known landmarks. In the jewelry business he was looked upon as the "father of the craft," having had apprenticed to him very many of the leading jewelers, who now stand in the commercial field in Canada and the United States. Being over half a century in business life, without a mark or blot on his character, and highly respected by all of his competitors, is a record any merchant should be proud of, and it requires no argument on our part to

show that the merchant who not only attends strictly to his own business, but who is willing to aid his fellow-merchants by giving some of his time for the improvement of trade conditions is more respected by his neighbors than the one who lives only for himself.

The deceased was born in Monaghan, Ireland, in the year 1820. When he was fifteen years old his family moved to Toronto and resided



E. M. MORPHY,  
First President The Retail Merchants'  
Association of Canada.

in the block where Eaton's store now stands. His father was a carriage-maker, and the boy was put through the lower schools in preparation for the medical profession. After partially finishing his education he left school and entered the jewelry business. He began business for himself in 1843 on the site where his present store now stands, and had pursued his occupation there until his death. Thirty-three years ago he moved to

the house at 18 Wellesley Street, in which he died.

In his younger days he was noted as a temperance lecturer, and went on tours speaking from platforms throughout Ontario in behalf of the Dominion Temperance Society. He also wrote some pamphlets embodying his ideas on temperance. Early pioneer days in Canada and recollections of his school days in Ireland were also embodied in similar publications written by him. He was Treasurer of the York Pioneers' Society, which he joined in June, 1883. He was an active member of the Irish Protestant Benevolent Union. For many years he was a Sunday School teacher in the old Richmond Street Methodist Church, the late E. F. Clarke, M.P., being one of his pupils.

He leaves a widow and five grown-up children. Fred. J. Morphy and E. J. Morphy, in the jewelry business; Mrs. E. T. Malone, Mrs. H. S. Fraser, and Miss Lena Morphy. The brothers and sisters of the deceased are Thomas, barrister, Brampton; Andrew, jeweler, London; Mrs. A. Webber, Toronto, and Miss Marian Morphy, of Schenectady, N.Y.

His funeral was largely attended by the prominent business men of Toronto.

\*\*\*

William Bullock, of the Parmenter-Bullock Co., Gananoque, died at his home a few days ago.

Mr. John Laird Scott, a retired member of the firm of H. W. Brethour & Co., dry goods merchants of Brantford, died on August 10th. Mr. Scott has endured a long illness, and his death will be greatly regretted by many friends in the dry goods world.

Mr. J. W. Howard, a well-known Montreal business man, died at Chambly, Canton, August 26th, at the advanced age of eighty-three years. For many years he was secretary of the Montreal Cotton Co., and latterly had been engaged in mill supplies and insurance in Montreal.



## To the Retail Merchant

---

Dear Sir,—

Have you noticed the people who ask for Orange Meat? Are they not the ones whose judgment in purchasing goods of all kinds you would consider as being among the best of your customers? They buy it, because they recognize the fact that in Orange Meat they get the quality that is found only in the best goods.

Our sales in Ontario alone for the first six months of 1905 show an increase of 25 per cent. more than the first six months of 1904. This shows that quality counts. Do you get your portion of this increase in sales? You can get it if you go after it.

A pointer! Every time you sell 15c. goods at 2 packages for 25c. you rob yourself of the profits to which you are justly entitled. We want you to get all there is coming to you. This is why we got out the Jumbo package to sell for 25c. It contains more than twice the quantity of goods and you don't have to give away all of your profits.

It is a fact that a great many retailers are cutting out all other cereals of a similar nature and selling only the two sizes of Orange Meat. It does away with carrying so many goods in stock. The goods are fresher, their customers are satisfied, and the Grocer is better off at the end of the year. Why not try it yourself?

Yours very truly,

**THE FRONTENAC CEREAL CO., Limited**



# The Sixth Annual Provincial Convention

OF THE RETAIL MERCHANTS' ASSOCIATION OF CANADA  
FOR THE PROVINCE OF ONTARIO

Held in the Board Room, Toronto, on August 14th and 15th.

## REPORT OF PROCEEDINGS

The sixth annual convention of The Retail Merchants' Association of Canada for the Province of Ontario was held in the Board Room, Toronto, on Monday and Tuesday, August 14th and 15th, and was the largest attended and most enthusiastic in the history of the Association, numbering among the delegates representatives from all parts of the Province, and many prominent retailers from Montreal and Quebec.

The first session convened promptly at 2.30 on Monday afternoon, with President A. L. Geen, of Belleville, in the chair, who opened the meeting. Mayor Thos. Urquhart, of the city of Toronto, and Mr. R. A. Donald and J. F. M. Stewart, representing the Canadian Manufacturers' Association. President Geen introduced the visitors.

Mayor Urquhart expressed pleasure at being present to say a few words of welcome. It was a pleasure to him to welcome retail merchants to the city of Toronto. He had spent ten years of his young life behind the counter of a retail store in a country village. He thought the interests of the merchants did not change. Ways and methods might change, yet the interest of the merchant continued the same throughout all time. He believed organization was of great advantage to any calling, business or trade. He could see evidence of the splendid effort of organization in the magnificent battle that had been waged in the trading stamp business before the Government at Ottawa. One or two persons might not appear to accomplish very much, but when a person has the idea that they have the co-operation of the whole Retail Merchants' Association they can go on and do a great deal more than if they were fighting alone. He believed organizations were good from a municipal standpoint. They not only take an interest in their own business, but they think upon public lines as well. He was pleased to welcome the representatives from Quebec and Montreal, and he felt sure they would aid in the business before the Association. He assured them that Toronto possessed a large number of up-to-date retail merchants, who did business on the right lines. He knew that the organization of the merchants of the whole Dominion would be a benefit, and he trusted the convention would be

a very successful one. He hoped they would get all they wanted, and not want what they should not have.

President Geen on behalf of the delegates thanked the Mayor for the welcome, and called upon Mr. R. A. Donald, president of the Toronto Branch of the Canadian Manufacturers' Association.

Mr. Donald was pleased to welcome the delegates. His father had been a grocer in the city of Toronto for forty years, and during twenty of those years the speaker had been drilled in that business, a circumstance which he considered fortunate. He welcomed the delegates as the people who were selling the goods that are being made. With them the manufacturers desired to

discuss. How extremely convenient it is for people to receive their goods, and how machinery has come to the assistance of man, and made it easy to produce the goods in such a cleanly and merchantable style, making altogether a splendid item in the progress of the merchants' life in this country. The manufacturers would like to show them that their interests were identical. The manufacturer wished to make his goods in accordance with the merchant's ideas of what they ought to be. Canadian goods are getting better. "Made in Canada" was a word to slogan with. Why? Because with the merchant's knowledge of what is required they have been able to tell the manufacturer that such a thing is wanted, and the manufacturer, if he is going to succeed must come up to these requirements.

In replying to Mr. Donald's address President Geen said he thought the manufacturer and the merchant should get closer together, and when little differences between them were understood they would find they were all travelling along the same road. As Canadians, the merchants wished to use as much as possible the articles made in Canada.

Mr. J. F. M. Stewart followed, and as a representative of the manufacturers he assured the delegates that their interests were not divided. What one wanted the other would find to their benefit also. On the public questions they could stand shoulder to shoulder. In addition to good crops there was nothing that was going to help the retail merchant more than the development of manufacturing industries. The question of the tariff was before them. The Government was taking the question out of politics and putting it before the country as a business proposition. If new factories could be brought to this country it would help the retailers; and those are questions that are of interest to manufacturer and merchant alike. There were some four hundred and ninety manufacturing industries in Toronto, representing some millions of dollars, and employing over sixty thousand hands. He did not think the individual manufacturer had anything like the influence that the retail merchant had, because he does not come into such close contact with the people, who really rule the country.



PRESIDENT, A. L. GEEN, Druggist,  
Belleville.

come in close contact, as they were the people who had some knowledge of what manufacturers were trying to do in building up the country. He would like to know what would become of the merchandise if it were not for the energetic storekeepers who distribute it. It was one of the marvels of the age that storekeeping could be carried on in the various branches of merchandise at the very small ratio of expense that it is. This said much for organization. Many years ago storekeeping was not the easy thing it is to-day, and one of the things he took most pride in was the undoubted advance that had been made in handling merchan-

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We are helping over 1200 young men and Women each year to good business positions. We provide 20 teachers, give best and most modern courses, and produce good results.

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PURE and  
UNADULTERATED

Equal to the best English or Scotch imported, and at some 25 to 50 per cent. less.

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# E. D. SMITH

FRUIT GROWER AND SHIPPER,  
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Also High-Class Nursery Stock, both Fruit and Ornamental.

## "Maltese Cross" and "Lion" Rubber Heels

Just soft enough to give  
the most comfort

Just hard enough to give  
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Mr. John Wilmot, past president of the Toronto Branch, and one of our most active members, expressed his firm confidence in the organization. He warmly welcomed the outside delegates, and assured them that the Toronto Branch would spare no pains to secure their pleasure and comfort while in the city.

President Geen's address of welcome then followed. He expressed the honor he felt in being President of such an association. He was pleased to welcome the delegates from Montreal and Quebec. He referred to his visit to Ottawa in company with Secretary Trowern, and to the pleasure they had in meeting the officers of the Montreal Association, who had rendered such valuable assistance in the trading stamp legislation. He hoped that the present convention would be the means of the unifying of Quebec and Ontario into one family in the organization. He hoped that something tangible would be done to make the unity perfect. Unity meant success.



1ST VICE-PRESIDENT, H. C. ELLIS,  
Grocer, Ottawa

Individually nothing could be done, but joined together, he would like to know what could resist them. He was quite sure that was how Sir Wilfrid Laurier and the Dominion Government felt when 750 loyal merchants presented their claims before them. They knew that something must be done, and the effect of that was success; and that would be the effect of everything in reason asked for from the Dominion and Provincial Governments if united action was taken. He hoped everything done in the present convention would tend to that end. Little personal advantages should be dropped and work done for the public good. He referred to the organization work that had been accomplished during the past year, and was pleased to know that through the efforts of the officers and organizers many members had been added to the Association.

Mr. J. O. Gareau, President of the Retail Merchants' Association of Montreal, expressed thanks in the

name of the Federation of the Retail Dealers of the city of Montreal for the invitation that had been tendered them to be present at the convention. He was thankful for the kind welcome to Toronto extended by the Mayor. The Montreal delegates, he said, had come to look over the new constitution that would in the near future, he hoped, bind all the retail merchants in the Dominion of Canada into one large, prosperous and strong association. Was it necessary to put before the convention the benefits that may be derived from the association of the retail merchants of Canada? He did not think so. The benefits were immense, and there was no end to them. If the retail merchants of Canada united their strength, and became one association from the Atlantic to the Pacific, he thought it would be the greatest force in the Dominion. The retail merchants of any town are in constant touch with the public. They conversed with the people on all questions that came before the country. The ordinary voter liked to go to his retail merchant and have his ideas about things, and in that way the influence of the retail merchant on the masses was enormous, and in that way he exerted a great influence over the public men. If the retail merchant was so important in his own town, what would be the force of an association, united from one end of the country to the other? The result of the trading stamp legislation was evidence of this. One association of any kind that would ask the Government to redress certain grievances would, of course, be of no use. If the Federation of Montreal had gone to Ottawa alone to ask for the legislation against trading stamps, it would have been of no use, but, united with this Association, the influence they had together was of the greatest effect, and legislation was secured which, he hoped, would put out of sight forever the trading stamp nuisance. The influence which the large delegation—the largest ever seen in Ottawa—had upon Sir Wilfrid brought upon him the conviction that the request was right. The delegation showed the necessity of doing away with the trading stamp nuisance, and the Government knew perfectly well that the commercial community of the Dominion of Canada was to be counted with. If the commercial community suffered, the whole country suffered. Consequently they took it into consideration. He said that thorough organization would not only further the interests of retail merchants, but it would help also the good administration of the municipalities and the legislation of the Federal Government. He thought there should be more business men in Parliament, more retailers to stand up and defend their rights.

Mr. J. G. Watson, first Vice-President of the Federation of the Retail Dealers, of Montreal, delivered a witty and clever speech.

He spoke of the trading stamp legislation, and told some of the experiences met with in getting the bill through the House of Commons and the Senate. He said that their Association in Montreal had over a thousand members. They had been a little discouraged at times, but had surmounted the difficulties. In the Province of Quebec they had a Legislature that taxed everything in sight. They taxed the retail merchant. If he paid \$200 rent, he paid \$20 tax; if \$400, \$40 tax, and so on up to thousands of dollars, and the merchants of Montreal paid two-thirds of it. The retail merchant was charged 20 per cent. of his rental for water. The business tax was 7½ per cent. of their rental, and it was proposed to increase it to 10 per cent. "With good organization and all working together we can get what we want if it is fair and right."

Mr. J. A. Beaudry, Secretary of the



2ND VICE-PRESIDENT, B. W. ZIEMANN,  
Merchant Tailor, Preston

Federation of the Retail Dealers of Montreal, stated that the Montreal merchants were very much in favor of organization. What they wanted was an organization that covered the Dominion, and one that worked together by both word and action. He was sure that the retail merchants of this country in forming an association could accomplish a great deal, not only in their own interests, but in the passing of sound legislative measures, and he sincerely hoped that great good would come out of this convention.

Past President John Hargreaves, one of the pioneers of the Association, paid a high compliment to the delegates from Quebec and Montreal, and was very much pleased to see so many retail merchants present. He believed the retail merchants could wield a great power if properly banded together. As a retail merchant he was more conversant with the drug business than any other, and was probably better acquainted with that business than any

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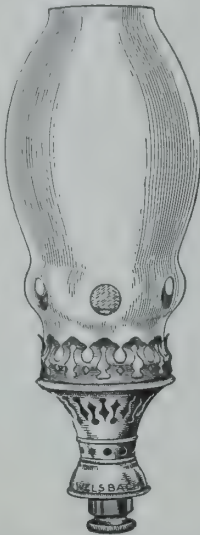
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line of the cheaper  
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at very low  
prices.

If you are in the line  
for Gas Fixtures send  
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Prices. To be had  
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## THE BALL FURNITURE CO., LIMITED

Wholesale Manufacturers of

Cobbler, Upholstered and Common and Fancy  
Wood Seat Chairs, Bed-Room Suites, Sideboards,  
Extension Tables, Beds, Etc.

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## "WEARWELL" BRAND RIBBED COTTON HOSE.

By paying all our attention to our two lines, we are  
enabled to turn out the best Cotton Hose on the market.  
We are the exclusive users in Canada of a **Patent Dye**,  
which is **sanitary, stainless** and guaranteed perfectly  
fast.

We also make **Worsted Hose**, in 2 and 3 ply Imported  
Yarn.

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**3 — GOOD —  
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**BREAKFAST CEREALS  
BEAVER OATS .  
SWISS FOOD . .**

MERCHANTS CAN SAFELY RECOMMEND  
ANY OF THE ABOVE. MADE UNDER  
NEW AND IMPROVED PROCESS.

**CLEAN—ABSOLUTEY PURE—NO HULLS.**

**GOLD MEDAL**

AT "WORLD'S FAIR."

**MUST BE GOOD OR NO MEDAL.**

**NOTHING BETTER.  
KEEP WELL STOCKED.**

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TORONTO, CANADA**



**ONEIDA  
COMMUNITY'S  
WELDLESS  
Cow Ties.**

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SHOWS THE

**NIAGARA  
WIRE LINK  
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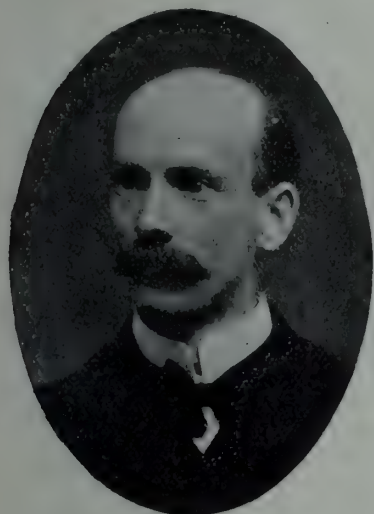
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CHAIN and DOMINION (or "Short") TYPES.**

ONEIDA COMMUNITY COW TIES CAN BE  
HAD OF ALL THE LEADING JOBBERS.  
WE INVITE CORRESPONDENCE WHERE  
ANY DIFFICULTY IS EXPERIENCED IN  
OBTAINING OUR GOODS.

**ONEIDA COMMUNITY, LIMITED.  
NIAGARA FALLS, ONT.**



other druggist in Canada. Through his meeting with the retail merchants he had formed the opinion that they could not meet together too often, nor have too good an organization. He had had the honor of being one of the first presidents of the Association, and during his term he had done what he could to advance its interests. They had made a humble beginning, but were now seeing the results. Referring to the trading stamp legislation, he thought it was one of the strongest pieces of legislation that had ever been enacted in the interests of the retail merchants and fair trade dealing, and it was one of the best pieces of legislation that had ever been placed on the statute books for the benefit of retail merchants and the community, but if it had not been for the work done before, so much would probably not have been accomplished now. He complimented Secretary Trowern on his work, and thought he was one of the few men of the Association qualified for the position, and but for him he thought



TREASURER, F. C. HIGGINS,  
Grocer, Toronto.

there would not be an Association to-day. He (the speaker) had not spent all the time he would like to in the interests of the Association, but was always willing to lend a helping hand in any way.

The real business of the Association was then commenced by the reading of communications by Secretary Trowern, which were received and filed.

Fifteen resolutions on various subjects were then read.

The President asked that committees be appointed to deal with the resolutions.

Mr. B. W. Ziemann suggested the nomination of a distributing committee and other committees appointed to deal with them, and that Secretary Trowern name the committee.

President Geen wished to see the Quebec delegates on these committees. He wished them to take a full share in the business of the convention, and tendered the invitation to them to join in with full rights, such

as were possessed by every other member of the convention.

Mr. Gareau, on behalf of the Quebec delegates, expressed thanks. He thought that regarding the deliberations they had a right, on the invitation, to be present, but as to being members of committees or making motions he thought that, as the matters being dealt with pertained to the Province of Ontario, that they would be present, but take no part in the final decisions.

Mr. Ziemann was of opinion that the Quebec delegates should be placed on the committee to consider the amendments to the constitution and by-laws, as it brought up the question of amalgamation of both Provinces under the Dominion Board, and he thought they should have a voice in this matter.

Mr. Gareau thanked the members for their consideration, and stated that he was willing to assist as far as possible, but he thought the report should be brought in by the regular members.

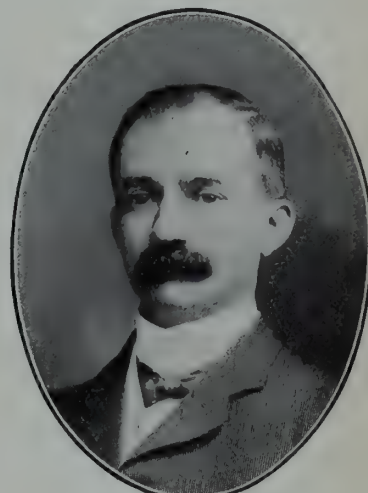
The Secretary then named Messrs. B. W. Ziemann, F. R. Foley and H. C. Ellis the Committee for Distribution. The motion was put and carried.

Mr. J. J. Mason, from Bowmanville, said that with the number of resolutions to deal with the work was considerable, and he moved that three committees be appointed under the letter D, and that the Distribution Committee sort the resolutions and hand them to the three committees instead of one. The motion carried, and the committees were named.

Secretary Trowern then presented his report, expressing the pleasure he felt at meeting the delegates, and the interest they were taking in the work before them. He trusted that much good would come out of the meeting. He felt that this was the best meeting ever held by the Association, and that they were just at the stage when they felt they were going to take in an addition to the organization, and be able to call themselves officially The Retail Merchants' Association of the Dominion of Canada. (Applause.) This was one of the best years in the history of the organization, and when he looked back upon the enormous amount of work that had been done to bring it to the present position, it was something he could not express in words or put on paper.

In 1902 five Branches were reported. Previous to that great difficulty had been encountered in organizing and getting into shape the Toronto Branch and attending to the various matters of legislation as they went along. In 1903 eight Branches were reported, but on account of the great amount of work on the inside preparing legislative matters not much attention was given to the outside Branches as it was desired to demonstrate from the inside what could be done through organization. They wanted the merchants to know and feel the need of

an association as something that should spread and increase. In 1904 there was an increase to twelve Branches. He had taken very strong ground that the Association was not developing fast enough, and that they should go out and better organize the Province. He felt just as strongly to-day as previously that they should go out and organize, and let the merchants know what was being done. It was educational work. It was not to be expected that any merchant would drop into the Association and say: "Oh, it's a good thing. Here is my membership application," unless he knew something about it. After meeting at the conventions the merchants go home and talk about it, and in that way the Association was bound to grow. This year there was an increase of forty Branches, and there are now sixty-five active, working Branches, and not one Branch has been lost since the organization of the Association. It had been deemed necessary to put organizers in the field and pay them. They started

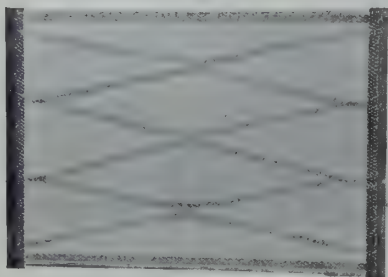


SECRETARY, E. M. TROWERN,  
Toronto.

off last year with a debt of \$1,500 and \$465 in the treasury. They had an immense amount of legislation, which cost money to obtain, and the committee had felt that something must be done, that it was not simply putting resolutions on paper—they wanted to go out with a record. Mr. Watson, from Montreal, had said they wanted to fix a certain percentage on the value of the Montreal merchants' premises, and when our Association was fighting the proposed Assessment Act for the Province of Ontario they were told that they had the same system in operation in Montreal and Winnipeg; but they as merchants said let them keep it there; it is an unfair bill, and we do not want it. The time was going to come when the merchants of Montreal were going to rise up and get rid of that legislation, and he was glad to hear that they are already contemplating its abolition. The retail merchants of Montreal had wakened up to the fact that they have not got such a good thing in

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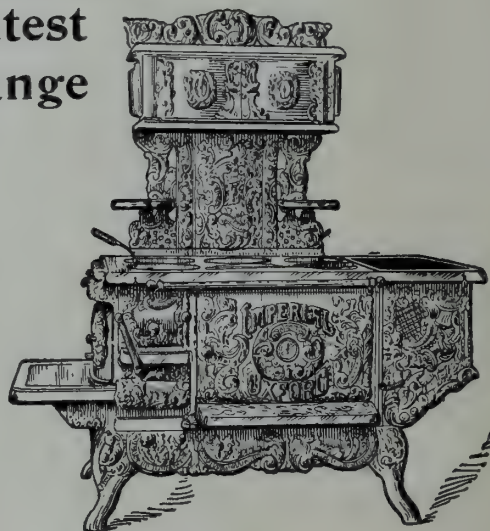


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**The Imperial Oxford**

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**GURNEY'S, 231 Yonge St. and 287 College St.**

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DAILY (Sunday Excepted)

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NIAGARA-ON-THE-LAKE**

CONNECTING at above points with New York Central and Hudson River R. R., Great Gorge Route (Electric), Michigan Central Ry., International Ry. Co. (Electric), for Niagara Falls, Buffalo, New York, Boston, Cleveland, St. Louis, and all points South, East and West. Steamers

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1.15 P.M., 3.30 P.M.

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Bringers**

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New Model (Style "E.")  
Angle, Steel Frame, Bicycle  
Ball Bearings, Hand and  
Foot Combination Drive,  
quickly detachable from Bar-  
rel. Spring attachment to  
treadle, giving an easy and  
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**The New Century  
(Ball Bearing)**

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Machine**

Has been on the Canadian market about three years. It has been said that: "The memory of equality lasts long after the price has been forgotten."

This applies to the New Century most emphatically.

It is built to satisfy, and it does satisfy both the dealer and user.



**The Dowsell Manufacturing Co., Ltd.,**  
HAMILTON, CANADA.



their 10 per cent. business tax as their legislators prophesied. They had wakened up to the fact that a new system should be brought in, and he hoped they would get it. The Association would be glad to give the merchants of Montreal all information possible about our system of taxation, and he thought they would be getting similar legislation for the retail merchants of Quebec, which would not rest so heavily on them and other classes.

Last year he had attended over three hundred meetings during the year. He had travelled during the year 16,872 miles in the Province of Ontario, and his average time per day had been fifteen hours. The number of new members secured was 1,651. It might be thought that the increase was hardly large enough for the amount of mileage or the amount of time given to the work, but, as he had stated before, the Association was in a great deal better position this year, as they would

anticipate some trouble, but when the Ministers of the Cabinet took it up its passage through the House soon became law. Here was a Conservative Government taking up this matter and putting it through as a Government measure in Ontario, and immediately afterwards a Liberal Government took up the same question and passed it as a Government measure at Ottawa, showing that these questions are being considered now as business propositions entirely outside of party politics.

The Secretary next referred to the Pedlars' License and Transient Traders Act that came up before the Committee of the House. He did not think there was any question of greater importance than that of dealing with pedlars and transient traders. When the matter came up the Government referred it to a committee of seven. He had hoped that that committee would have met while this convention was in session and had a bill prepared to bring in at the next session, but it was impossible to arrange this, and this matter would be taken up during the coming month. The same thing applies to the Division Court Act, upon which a local committee of the House has been appointed, and he hoped it would be taken up as a Government measure.

Another matter he referred to was that the Industrial Exhibition Association had decided that no retail merchant could get representation in their association unless he was a member of The Retail Merchants' Association, and they had secured legislation now so that all retail representatives would be appointed through our Association. The Exhibition Board felt that this Association represented the retail interests, and that they would be safe in leaving the selection of delegates to our Association with us instead of selecting them from every association that came along.

He felt perfectly certain that the present meeting would bring good results in the future if they all worked together, and everyone felt that the work was for his own specific benefit. He would not be satisfied until the Association numbered 50,000 members, or every retail merchant in Canada.

The friends from Montreal had given the meeting some information about the trading stamp legislation at Ottawa. He would simply refer to it briefly. When our committee decided to go into the fight they ascertained that by securing Dominion legislation it would not affect the provincial legislation already secured. They communicated with Montreal, and stated that they could rest assured Ontario would stand by them and do their part in the fight. Although he felt sure the legislation that had been secured in the Provinces was sound, as it had been so pronounced by the highest court in Ontario, yet he felt that the trading stamp companies wanted to gain time, and they thought that our Association could never secure Do-

minion legislation. They had gone into the fight prepared, and Ontario and Quebec had stood hand in hand; and the members of the House of Commons and the Senate knew today that there was a Retail Merchants' Association of Canada. They had gone there an unknown quantity and came back regarded as a large body of business men, and had brought with them the bill. A great deal of work, money and time had been spent. They had been told by some that the manufacturers did not want this legislation, and in order to be sure on this point petitions had been sent over the Province, and hundreds of manufacturers had signed it, asking the Dominion Government to grant the desired legislation, and in this way the names and support of the best manufacturers of the Province had been secured.

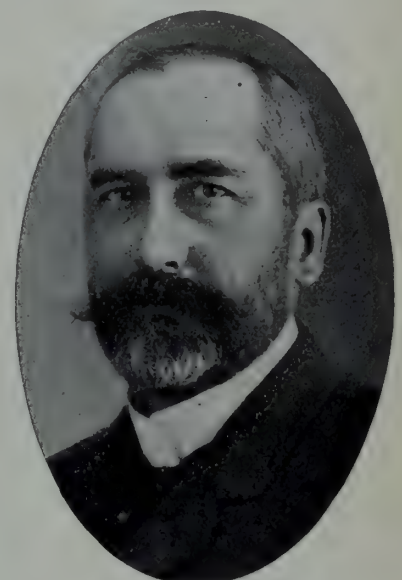
He warmly thanked the members of the Association for the assistance the deliberations of the convention they had given, and he hoped that



PRESIDENT, J. A. GAREAU.  
The Federation of the Retail Dealers of the City of Montreal, Visiting Delegate.

find when they came to read the Treasurer's report. It would be found that a much greater organization was being accomplished, and that they were going on to a stage when the Association will not only be one in name, but one in reality for the whole Dominion of Canada.

At the last Provincial convention it had been decided to take up several matters. One was the trading stamp question in the Province of Ontario. They had an amendment to make to the trading stamp legislation, and had succeeded in getting it passed, and it became law in the Province of Ontario; but they had met with the same difficulties as at Ottawa. The trading stamp people, knowing it was a money-making proposition, had engaged the best solicitors, and they had endeavored to influence as many legislators as possible. When, however, the matter came to a vote, not one member on that committee was on the side of the trading stamp people. He did an-



2ND VICE-PRESIDENT, J. G. WATSON.  
The Federation of Retail Dealers of the City of Montreal, President Boot and Shoe Association, Visiting Delegate.

would be wise, and that good resolutions for the year would be carried. He hoped the meeting would be of great benefit and value to every retail merchant, which meant dollars and cents in their tills, and he trusted that next year a room three times the size of the present board room would be required for the convention.

Mr. Jas. Eadie, eastern organizer, spoke of some of the work done at Ottawa in connection with the trading stamp legislation.

Mr. H. W. Kennedy, of Georgetown, in moving the adoption of the report, eulogized Secretary Trowern upon the work he had performed. He said he did more work than members of the Association had any idea of.

The adoption was seconded by Mr. J. J. Mason, of Bowmanville, who concurred in the remarks of Mr. Kennedy.

"NOT IN ANY COMBINE"

# "The Menzie Line"

THE MEDIUM PRICED WALL PAPER LINE OF  
CANADA

BETTER VALUES AND A GREATER  
ASSORTMENT THAN IN ANY WALL-  
PAPER SHOWING ON THE CANA-  
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THE **MENZIE WALL PAPER CO., LIMITED**  
TORONTO, CANADA



## *System*

is essential in the management of an up-to-date store. Profits must be guarded and clerks made accurate. A National Cash Register accurately records every transaction where money is handled between customer and clerk. A detail-strip prints the amount and kind of transaction, whether

CASH SALES  
CREDIT SALES  
MONEY RECEIVED ON ACCOUNT  
MONEY PAID OUT  
MONEY CHANGED

together with the clerk's initial. This detail-strip may be spaced so as to show the amount of business transacted during any period in the day. Have our representative call and explain our system to you.

NATIONAL CASH REGISTER COMPANY  
DAYTON OHIO



The motion of adoption was carried with applause.

The Treasurer's report was next presented, which showed that last year the Association had commenced the year with a debt of some \$1,500 and practically nothing on hand. This year the indebtedness had been paid with the exception of some \$143.65, which is made up of the balance of the solicitor's bill. Following is the abstract statement:

#### Receipts for the Year.

To cash on hand from last year .....	\$ 4 65
To membership fees from all Branches .....	5,210 00
To special subscriptions...	943 00
	<hr/>
	\$6,157 65

#### Expenditure for the Year.

By railway fares, solicitors' fees, hotel expenses and other expenses in connection with trading stamps .....	\$1,282 33
Stenographer's salary and other office expenses....	508 64
Organizers' salaries and travelling expenses .....	2,377 00
Cash paid to Branches....	1,530 50
Amount received by the Secretary .....	459 18
	<hr/>
	\$6,157 65

Secretary Trowern referred to the amount that had been paid to organizers, giving the details of their work and uncontrollable expenses, which demonstrated that they had not by any means been overpaid.

Referring to the publication of THE JOURNAL, Secretary Trowern stated that every member of the Association received a copy free, and that the circulation was growing very rapidly.

Mr. Mason had expected a much more unfavorable report in respect to the finances, and he thought whoever was responsible for the good showing should be put in as Finance Minister of the Dominion. He would like to know the opinion of the Secretary as to the advisability of increasing the membership fee.

Secretary Trowern did not think it advisable to increase the membership fee. It would be better to have five thousand members at two dollars each than five hundred at five dollars each, and he thought they had now got the Association beyond the cost price. It would, therefore, cost very little more to carry forty thousand members than the number now on the roll. Good work had been done during the year, and he believed that next year a report would be presented showing a balance in the treasury, because the increase in the membership was bound to take place.

At 5.30 the convention adjourned.

#### Tuesday, August 15th—Morning Session.

The meeting opened at 10 o'clock, with the President in the chair, who welcomed a number of delegates who had not been present on the previous day.

The first order of business was receiving reports of committees on resolutions.



SECRETARY, J. A. BEAUDRY,  
The Federation of the Retail Dealers of the City  
of Montreal, Visiting Delegate.

Mr. Ziemann, Chairman of Committee No. 1 on "Subjects of General Trade Interest," read Resolution number one in reference to the circulation of American money in Canada. In speaking to the resolution he stated that in many parts of the



PRESIDENT, O. LEMIRE,  
Dry Goods Association, Montreal,  
Visiting Delegate.

United States Canadian money was not accepted. In Canada American money was taken by the merchants at its face value, and the committee thought the retail trade of this country would suffer if a ban was placed on American money.

Mr. C. A. Sauvey, of Wallaceburg, stated that in inland places

American silver was not as inconvenient as in border towns, and he wished to know why the merchant should accept an American silver dollar, which was only worth fifty-four or fifty-five cents in gold currency, for a dollar's worth of goods. He was under the impression that the banks were agitating against American silver. The banks don't want to take it. If the merchant had a bill of \$50 to meet at the bank, and only had fifty American dollars, how was he going to meet it. He thought the merchants were only doing justice to their own institutions to give their own currency the preference.

Mr. W. H. Moody, of St. Thomas, did not agree with Mr. Sauvey. The American railways there brought in a great amount of American silver, and the banks there took it without any discrimination.

Mr. Sauvey said his objection was entirely to American silver. He was not objecting to the bills.

Mr. Mason supported the adoption of the report. He understood the Dominion Government had made arrangements for the exportation of American silver, and he favored leaving matters as they stood in the report.

Mr. H. C. Ellis, of Ottawa, moved that the whole clause be thrown out and the matter left as it stood. If they were not ready to stop the circulation of American money, it would be better to leave the matter alone.

Mr. Ziemann went into explanations regarding the conclusions of the committee.

The question was debated at some length, and culminated in the carrying of a motion by Messrs. Kennedy and Ellis to strike out the clause.

Resolution No. 2 in reference to light and power was read. The resolution was:

"That it is desirable that every Branch of our Association should consider very fully the conditions that surround contracts that are made for power and lighting purposes by municipal councils, and, as the retail merchants are the largest users of light, they should not pay the same rate as that paid by householders."

The committee recommended the various Branches to watch their municipal councils, and insist upon getting the prices that merchants have to pay for light before granting a franchise to any company for light, etc., and, as retailers pay the largest portion of light, and also supply a good deal of street light, they should be entitled to a lower rate than householders.

Resolution No. 3 in reference to pulling down of buildings:

"That some action be taken at this meeting to ask for legislation at the next session of the Provincial House to compel all persons pulling down buildings in the business districts to use water to lay the dust."

The committee was of opinion



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## Brand of Wines

BECAUSE THE QUALITY IS ALWAYS THE FINEST, AND CONSUMERS WHO ORDER ONCE, ALWAYS ASK FOR PEACOCK BRAND.

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**B** SUSPENDERS ARE A PLEASURE TO SELL. THE MERCHANT KNOWS THAT HE IS GIVING HIS CUSTOMER THE BEST MATERIAL AND BEST WORKMANSHIP POSSIBLE.

ALL GOODS AT \$4.00 AND UPWARDS ARE GUARANTEED. WE HAVE GOODS AT ALL PRICES, AND EVERY PRICE IS RIGHT, REPRESENTING GOODS THAT ARE UNMATCHED.

WE SOLICIT YOUR ORDERS.

WE SHIP PROMPTLY.

**THE**  
**BERLIN SUSPENDER & BUTTON Co.**  
 Manufacturers, - **BERLIN, ONT.**



The healthy growth of this Company may be seen by a comparison of the following figures for decennial periods :

Year	Payment to Policyholders	Assets	Surplus	Assurance in Force
1874	\$ 5,854	\$ 33,721	\$ 4,293	\$856,500
1884	66,073	652,661	47,223	7,835,900
1894	301,681	2,866,559	277,647	18,767,698
1904	524,615	8,220,530	772,072	40,476,970

Extract from the President's Annual Address, March 2, 1905.

The indications are that the present year will be the best in the history of the Company.

ROBERT MELVIN, President. GEO. WEGENAST, Manager.  
 W. H. RIDDELL, Secretary, WATERLOO, ONT.



—1,000 Mile—  
**Axle Grease**  
**HAS NO EQUAL.**

Put up in 1, 3, 5, 10 and  
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 HAMILTON, - - ONTARIO.



that the above was a purely municipal question, and should be relegated to municipal corporations.

The Secretary stated that the question had come up in some municipal councils. There was no legislation to enforce it, or to compel the contractor or builder to turn the hose on an old building. While the resolution was all right in asking the municipal authorities to deal with it, the only power they could get was from the Legislature. He moved an amendment that the report be handed to the Committee on Legislation to ask the Legislature to deal with it.

Mr. Mason seconded the amendment, and the clause was adopted as amended.

Resolution 4 referred to debtors leaving town without leaving their address with their creditors.

Mr. Ziemann, of Preston, suggested that the name, age, occupation, etc., of such person be printed in the next issue of the official organ, "The Retail Mer-

chants' Journal," asking any person who knows where such person is to communicate with the secretary. A great many retailers were affected in this way, especially in manufacturing towns. Men will pay cash for a while, then obtain goods on credit or the installment plan, which is all right as long as they remain there, but before paying they frequently leave town and forget to leave their address. Some, of course, are honorable, but many are not. If there was some means of locating these individuals and warning fellow-merchants much good would be accomplished. He believed some such system would be the means of bringing more members into the Association.

In speaking on this resolution, he would like to see arrangements made whereby an information department could be put in the official organ. There was nothing improper about it. The debtor would then not have

the same opportunity to victimize a merchant in some other town.

Mr. A. Weseloh, of Berlin, thought the matter one of great importance.

A lengthy discussion on the question ensued, in which a great many of the delegates participated. Various experiences were related and various opinions were expressed as to the best means of minimizing the evil, Mr. Ellis moving that a special committee be appointed to act as they see fit in order to get information respecting delinquents in all parts of the Province. After further debate Mr. Ellis' motion was put in the form of an amendment to the clause, and passed on to a special committee to deal with.

The report of Committee No. 2 was brought in by Mr. J. J. Mason on "Subjects that Affect General Interests," which read as follows:

1st. On the question of application to railway officials for reduced rates for retail merchants. While your committee, and no doubt the entire membership of our Association, would welcome such a concession, we would recommend that all possible information be secured from the railway companies, and that this matter be referred to the Dominion Board.

2nd. The question of special fire insurance rates for our membership. We feel that this is a very important and vital question, and as so much is involved in it we recommend that no action be taken at present, but that the question be referred to the Dominion Board for further consideration, requesting them to prepare and submit some definite plan for consideration at our next annual meeting.

3rd. In reference to telephone and express agencies being located in places in connection with some other business, we appreciate the inconvenience which this occasions business men, who are engaged in some lines of business, and would recommend that our Secretary address a letter to said companies, calling their attention to this grievance, and requesting that the said agencies be separated from all other business wherever possible. Places suffering from this inconvenience should report to this office.

The report was adopted without discussion.

The report of Committee No. 3 was brought in by Mr. J. Prevost, of Ottawa, and Mr. F. R. Kerslake, of Bowmanville, and they reported as follows:

1st. "An agitation has been set on foot to have traders' weeks, or special days in each week set apart to bring traders to the large cities by special rates; and we would like to have the opinion of the meeting as to what effect this would have upon retailers in the towns throughout the Provinces."

In our opinion, if this system was general, all merchants in one line of trade would likely be at the wholesale warehouses at the same time, and they would not re-

ceive proper attention. Business can be done cheaper through commercial travellers than by coming to the city, and this system would simply injure the travellers' business, and the results expected would not be accomplished. If special rates were secured each month the public would be at liberty to come to the trade centres the same as the retailers, and they would then be dealing with the departmental stores, which the retailer does not favor. At Peterboro' there are special rates on market days, which are injurious to the business of neighboring towns and villages. For these reasons the committee considered that such special rates would be detrimental to business in retailing towns, and the clause was adopted without discussion.

2nd. "That whereas large sums of money have been taken out of the cities, towns and villages of the Province of Ontario, which goes directly into the large departmental stores,



PAST-PRESIDENT, J. WILLMOT,  
Toronto Branch, Chairman Excursion Committee.

when it should remain in local circulation; that we think it advisable that this meeting adopt some plan whereby this system can be regulated."

Mr. Prevost, of Ottawa, in presenting the report said that the large departmental stores were favored by the manufacturers, wholesalers and jobbers, and the advantageous prices they get by buying in quantities should be extended to all retailers. He saw no reason, for instance, why a box of soap or five boxes of soap should get one price, and if twenty-five boxes were purchased there should be twenty-five cents off a box. That was what cut into the retail grocers, and even in the patent medicine business. He thought the manufacturers should be asked to protect the smaller retailers in this matter. Another matter was the goods that were advertised by the manufacturer as ten cent goods were either too low at



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Buffalo Robes,  
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Buffalo and  
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Astrachan Cloths,  
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retail or too high at wholesale. The retailer, he said, could not handle them on so small a margin. In the matter of cereals, he said that if a large quantity was purchased, a twenty-five per cent. reduction was given, and owing to this system of doing business syndicate buying was encouraged. This was a matter which should be drawn to the attention of the manufacturers and wholesalers, and rectified if possible, and the ultimate result would be that the retail trade would be kept in a more

The first clause of the report was on the following resolution: "That if there are any complaints to make in reference to the working out of the new Assessment Act, that we request the delegates to put their complaints in writing and submit them to this meeting."

The report called forth a good deal of discussion, and the consensus of opinion generally was that in some places the assessors did not understand the Act, and they were

the store. The assessor in computing the thirty-five per cent. took the value of the whole building, while the speaker's store only occupied a portion of it. In that way the retail merchant was getting the worst of it; and he understood the same practice was being followed elsewhere. The Assessment Act was to relieve the merchant from paying the largest portion of the taxes, but if the assessors were not going in accordance with the law and the merchants were not being relieved it was well



A CORNER OF THE BOARD ROOM DURING THE CONVENTION.

healthy condition, and not become congested in some centres and demoralized in others.

The report was then adopted, with a recommendation that the Executive take up the matter and deal with it further. The meeting then adjourned.

#### Afternoon Session.

Convention resumed at 2.15, with the President in the chair.

Mr. J. S. Weichel, of Elmira, read the report of the Committee on Provincial Legislation.

applying it in a very unsatisfactory manner for retail merchants. Delegates from various parts of the Province reported the methods employed by the assessors, and the relation the Act had to retail merchants compared with other business.

A practical illustration of the Act was given by Mr. Mason, of Bowmanville. Over his store was a lawyer's office and other premises. The assessment placed on his store was \$5,000, and the business tax was thirty-five per cent. of the value of

that the matter should be brought up.

Mr. S. A. Brubacher, of Berlin, spoke of a case where he found a dry goods merchant carrying a stock of from \$2,000 to \$3,000 in an old wooden building. A few doors distant was an equal stock in a fine building. Here the man in the old building was getting off with a small assessment, while the one in the better building, although doing no more business than the other, was paying on a larger assessment. This did not encourage the erection of good buildings.



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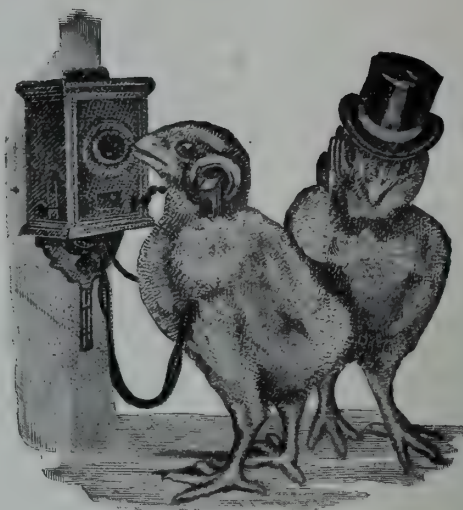
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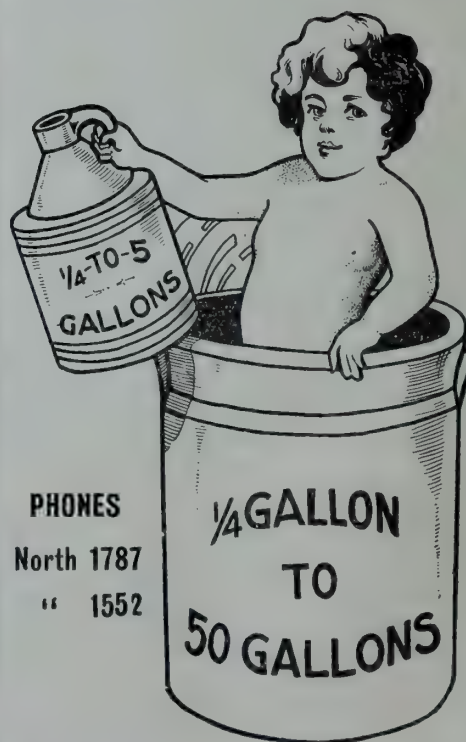
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The Toronto Pottery Co., Limited

75-81 Cottingham St., Toronto, Ont.

Mr. Mason asked if the Association had taken any part in making the assessment law—if their ideas were embodied in it.

The Secretary replied that the first bill the Legislature was working on was similar to the one in force in Winnipeg and Montreal. By a great effort the Association had that bill thrown out and a new one introduced. It was the best that could be got without the inquisitorial features.

Mr. Mason thought the assessment should be based on the amount of the merchant's "turn over."

The secretary thought that would be difficult, as there were so many classes of business at different percentages of profit, and suggested that all who had complaints to make against the new Act send them to the office. The report was adopted.

Resolution No. 2 in reference to amending the Act regarding hawkers and pedlars was read.

During the discussion of this report Mr. Moody, of St. Thomas, said that in his city there were about twenty-five butchers, who came into the city and did business on the market, to the detriment of the local butchers, who lived there and paid taxes. They paid twenty-five cents for a stall on the market, and that was all they contributed to the municipal treasury. They did not want to shut these men out of the city, but they wished to place them on the same basis as other merchants in town. It was suggested that the fee be raised to one dollar, but to that the unions objected.

The Secretary said that the trouble was with the legislation. He thought that a change in the Act was necessary. It was a matter that would have to be dealt with by the Legislature, and should be incorporated in the new bill, and, on motion of Messrs. Moody and W. M. Miller, of Toronto, instructions were given to have a clause covering the matter inserted in the new bill.

Mr. H. C. Ellis, of Ottawa, read the report of the Committee on Dominion Legislation No. 1:

"That the present cartage rates be reduced so that they will not be payable at both ends as at present. This Provincial Convention recommends that this matter be dealt with by the Dominion Board, as it affects merchants all over the Dominion." Committee's report carried.

2nd. "Whereas a new rule has been introduced into the House of Commons prohibiting all persons or organizations from receiving copies of any bills that are introduced into the House, and, as this rule has prevented our Association from receiving these copies as they formerly did, this convention puts itself on record that, whereas labor unions and farmers and other organizations are securing large sums of money from the Government for experimental farms and other labor purposes, and, as the request of our Association costs nothing, we think

we should secure this privilege." Committee's report carried, and the matter was left in the hands of the Dominion Secretary.

3rd. "That as this Provincial Convention has already passed a resolution asking that corporations be made amenable to the law the same as individuals are now held responsible and made amenable to the law, that this meeting urgently request the Dominion Board to take this matter up, and press for legislation in this direction at the next session of the Dominion House."

Secretary Trowern explained that as the law now stands, if an individual merchant or firm of merchants in partnership should sell an article that was not as it was represented or advertised they could be dealt with by a magistrate in the police court, but if a corporation should be guilty of such an offence they could not be dealt with in the police court. Such a case must go to the High Court, and be submitted to grand and petty jury, which was expensive. If the law was made as the resolution asked, corporations would not be so careless regarding the way they sold or advertised their goods." The Committee's report carried.

4th. "At the last meeting of the Provincial Committee of the Grocers' Section a resolution was passed asking the Dominion Board to request the Dominion Government to take some action and reduce the quantity of adulterated foodstuffs placed on the market, and to see that the Adulteration Act is rigidly enforced."

The Committee reported strongly in favor of this resolution, and added that the description of ingredients be printed on each package, and in the matter of bulk goods the word "Compound" be printed in very large type.

Report adopted without discussion.

5th. "That we think it advisable that application be made at the next session of the Dominion Parliament, asking them to include all soap and other wrappers in the trading stamp legislation that has just been secured, and that we submit this resolution to the Canadian Manufacturers' Association, asking them to give it their support." Committee's report carried.

6th. "That a large number of complaints have been submitted to the office of our Secretary regarding the loose manner in which the Custom House officers deal with persons who smuggle goods into Canada through border towns; that this question receive the consideration of this meeting."

Mr. Sauvey, of Wallaceburg, spoke of the trouble which arose out of the negligence of customs officers in properly examining parcels. He said they practically made no examination at all. He instanced cases where people going to the United States on a one-day excursion would take a suit case to carry a lunch in, and return with it full

of goods and escape customs examination. Smuggling by way of gasoline launches was a common practice, and there seemed to be no restriction of it. He thought such craft should be made to report and clear the same as other vessels. He also suggested that the staff of lady searchers be increased.

The committee recommended leaving this matter in the hands of the Dominion Board, and requested them to have it placed properly before the Minister of Customs, and endeavor if possible to have it stopped.

7th. "That as this Provincial Convention has already unanimously decided that the fees for the purpose of examining and inspecting weights and measures should be abolished, that we urgently request the Dominion Board to also take up this matter, and have legislation introduced at the next session of the Dominion House to this end."

The committee strongly approved of the resolution, and recommended that in order to give weight to the matter each Branch Association do its utmost to assist in securing such legislation by bringing the matter before their several representatives in the House of Commons at Ottawa.

8th. The constitution and by-laws were next taken up, and the President explained that under the new conditions it was found necessary to change them to meet the situation. The amendments had been prepared with great care, and were now before the meeting.

Mr. J. O. Gareau, speaking for the Quebec delegates, said they were satisfied with the constitution as it was now drafted, and were willing to recommend the adoption as a whole.

Mr. J. A. Beaudry, of Montreal, concurred, and thought if any change was found necessary it could be made next year.

Mr. Mason moved, and Mr. Ziemann seconded, the adoption of the report on the constitution and by-laws as recommended by the Committee, and the motion carried without further debate.

9th. "That this convention ask the Manufacturers' Association to take into consideration the advantages of placing when possible their goods on the price contract plan, as promoted by our Association, and by so doing give consideration to the wants of our Branches in different parts of the Dominion."

This resolution brought out a lengthy discussion, in which many of the delegates took part. Before it was voted on Secretary Trowern said it was one of the most important matters before the convention. Its object was to secure equitable prices on staple and standard merchandise. When the wholesale and retail price of an article was decided upon it must be done by the manufacturer, wholesaler and retailer getting together and fixing it so that the price would be fair. If the manufacturer and wholesaler adopted the price contract plan the



retailer would buy the goods and take an interest in selling them.

The motion carried unanimously.

The election of officers was then proceeded with. Mr. Gareau, of Montreal, and Mr. Kennedy, of Georgetown, were appointed scrutineers, resulting as follows:

Provincial President—A. L. Geen, druggist, Belleville.

Provincial First Vice-President—H. C. Ellis, grocer, Ottawa.

Provincial Second Vice-President—B. W. Ziemann, merchant tailor, Preston.

Provincial Treasurer—F. C. Higgins, grocer, Toronto.

Provincial Secretary—E. M. Trowern, Toronto.

The above officers were also appointed members of the Dominion Board.

It was decided to hold the next annual meeting at Ottawa, and the Ottawa delegates promised them a hearty reception.

A number of delegates then expressed themselves as being thoroughly well satisfied with the progress made by the official organ, "The Retail Merchants' Journal."

Moved by Mr. Moyer, of Toronto, seconded by Mr. Gareau, of Montreal: "That this convention recognizes the importance and usefulness of the official organ, THE RETAIL MERCHANTS' JOURNAL OF CANADA. We read it with interest, and we get the benefit of the information published therein, knowing that it proceeds from a knowledge of the conditions which surround our business. We, as a convention representing the retail trade of the Province of Ontario, appreciate the support given to its columns by the advertisers, and we recommend that the members, as far as possible, should patronize and purchase goods from the firms who advertise in its columns, and thus show that we appreciate their patronage. We also consider it necessary that the attention of the retailers should be diverted to this resolution by the chairmen of all Branches at all monthly meetings. The motion carried unanimously.

A vote of thanks to the Montreal and Quebec delegates for their attendance was then passed, and one of the best conventions of the Association was concluded.

#### The Excursion.

On Wednesday, the 16th, the members of the Toronto Branch entertained the delegates by inviting them to an excursion to Niagara Falls, N.Y., where they were the guests of the Natural Food Company, who entertained the visitors in a right royal manner. Speeches, toasts and songs were indulged in after partaking of an excellent dinner; and the chairman of the Excursion Committee, Mr. John Willmot, deserves great praise for the excellent manner in which he conducted the excursion programme. The excursion was largely patronized, and a most

enjoyable day was spent in various ways as pleased the inclinations of the excursionists.

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#### CONVENTION ECHOES.

The Berlin News Record says:—Messrs. C. B. Dunke, A. Weseloh, A. A. Rose, and S. A. Brubacher have returned from Toronto, where they attended the Dominion Convention of the Retail Merchants' Association. Many matters of interest to the trade were discussed, and the visiting delegates were very finely entertained by the Toronto merchants, who ran an excursion to Niagara Falls, N.Y. There they were all banqueted by the National Food Co.

The following item appeared in the Waterloo section of the Berlin News-Record:—Mayor Uffelman and Mr. E. H. Zick, who had been attending the meeting of the Retail Merchants' Association at Toronto, returned last evening. They think that these meetings are very profitable to those who attend, and they expect that much good will result from the gathering of the retailers from all parts of the Province. The Mayor and Mr. Zick also accompanied the excursion to the Falls on Wednesday.

The Montreal delegates are right jolly good fellows, and represented Quebec in a thorough business-like manner. Such men popularize the organization.

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#### THE VICTORIA SHOE CO., LIMITED, TORONTO.

The rapid and substantial growth and development of a Canadian industry, where backed by capable, enterprising and shrewd management, is strikingly illustrated in the progress of The Victoria Shoe Co., Limited, whose factory is situated at 122 West Adelaide Street, Toronto. Four years ago the company was organized for the manufacture of a fine grade of shoes for men and women. A plant was installed and manufacture commenced in the building now occupied, three flats of the structure being used. The goods turned out were of superior quality—they pleased the customers, and the wearing quality, the retention of shape and neat appearance were of such a high order that the man or woman who wore one pair wanted another. Such circumstances applied to any business where the product is an article of necessity and everyday use must invariably result in success, so long as the high standard of the article is maintained by the producer.

Such has been the experience of the Victoria Shoe Co., Limited, and at the opening of the present year it was found necessary to enlarge the capacity for production, and two more flats, which includes the entire building, were appropriated, giving a floor space of 35,000 square feet.

The plant that has been installed

is modern in all particulars. All the machinery is of the latest pattern and operated by skilled workmen, under the supervision of heads of departments who give close attention to every detail of the manufacture, from the inspection of the uncut leather to the packing for shipment.

From one hundred to one hundred and twenty-five hands are employed, and at present about three hundred pairs of shoes are turned out every working day. The recent enlargement of the factory, mentioned above, gives a capacity of five hundred pairs per day, and at the present rate of increase in the business it will be but a short time until the full capacity will be necessary to fill the orders for these popular shoes. Seven travellers are employed, covering various sections of the Dominion, and from every section orders are continually increasing. In the great West business is just commencing with the most encouraging indications of rapid increase. Considering these facts, together with the high quality of the goods, the assumption that the full capacity of the factory will be required in a short time is a natural conclusion.

The shoes made by the company are the "Victoria" and "Canadian Beauty" for women, and the "Albert" for men, all registered names. The names "Victoria" and "Albert," royal in their derivation, were the ones adopted by the company at its inception, the "Canadian Beauty" being a creation since the enlargement of the factory this year. The exhibit made at the recent Toronto Exhibition found hundreds of admirers among dealers and wearers. They are sold by all the most prominent dealers of the country, and worn by men and women who love comfort and neat appearance. The leather from which they are made is carefully selected, Canadian stock being used as far as possible. They are made in all sizes and widths, and it is a peculiar foot indeed for which one of these shoes can not be found to fit.

A Journal representative asked Mr. Lovell (the manager), if the recent sharp advance in the price of leather would occasion a corresponding rise in the price of shoes. The reply was that while the increase in leather prices would cause an increase in the price of shoes, the increase would not

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#### THIS DETERIORATING AGE.

"In public and private life to-day men are unblushingly acting dishonestly. Several decades ago they would have cut off their right hand rather than be guilty of such things."

So spoke Rev. Prof. Ross, of Kingston, Ont., in an address on the lowering moral standards of this age.

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Marshall, Green & Co., of Orangeville, dry goods merchants and grocers, have moved into their new three-story building.



The  
**Retail Merchants'  
Journal**  
of Canada

THE OFFICIAL ORGAN  
of  
**The Retail Merchants'  
Association of Canada**  
(INCORPORATED)

✻  
"All Retail Merchants United"  
✻

PRICE, \$2.00 PER ANNUM,  
IN ADVANCE

Correspondence is invited, but we do not hold ourselves responsible for the statements or opinions of those using our columns.

Copy for change of advertisements must be sent to the office, 21 Richmond St. West. Phone M. 2316, not later than the 1st of each month.

Secretary and Editor, E. M. TROWERN  
TORONTO, CANADA

21 Richmond St. West, - - Toronto  
88 St. Denis St., - - - - Montreal

SEPTEMBER, 1905

**LARGE MERCANTILE CORPORATIONS SHOULD BE  
MADE AMENABLE TO  
THE LAW THE SAME  
AS INDIVIDUAL  
MERCHANTS.**

Few merchants are aware that there are two laws in this Canada of ours, one for the rich and one for the poor, one for corporations and one for individuals. At the present time if a mercantile corporation should advertise an article as being of a certain quality and worth a certain price, and it should be discovered that the article advertised was not as represented, either as to quality or price, that the only way to receive redress would be to go before the Grand Jury, and from there through the long and tedious lengths of the courts before any satisfaction could be secured; and all this would entail an enormous cost, which practically prohibits any prosecution. Should the same article be advertised and sold in the same manner by an individual merchant, said merchant could be dealt with immediately and at a trifling cost in the police

court, and the unfortunate victim would have had time to serve a long sentence in prison before the machinery of the courts got fairly well working in the case of a corporation, and when the corporation was found guilty, it would only be called upon to pay a fine.

What our Association wants is to make the president or secretary of a corporation responsible under the law the same as an individual merchant is now held responsible, and when any fraud is committed they can then be dealt with in the police court, and all classes can then be placed on the same footing. In our opinion a body of men should not have the right to evade prosecution by hiding behind the written pages of a charter. At the last meeting of our Provincial Board it was unanimously decided to recommend that the Dominion Board of our Association take up this matter and prepare legislation along these lines, and have it introduced at the next session of the Legislature at Ottawa. Referring to our action, this is how the Toronto News comments on our proposition: "To read the circular of the Retail Merchants' Association, one would infer that the merchants of Canada who are not members of that body were given to dishonest methods of advertising. The charge is baseless. The large retailers and department stores of Canada are extensive advertisers, and there is nothing in their business announcements to warrant the complaint that they draw trade by misleading the public. They could not afford to do so, for one reason, since a firm that misled its customers would soon lose trade. Progressive merchants everywhere guard their reputation with the greatest care. It is the most valuable asset a business firm possesses. No prosperous concern ever expanded and developed by printing false statements about its goods or by sharp practice at the expense of the public. The contrary is known to be the case, and the pains taken to rectify mistakes and to please the public is one of the certain indications of an enterprising merchant."

The "News" has evidently forgotten the celebrated silverware case, in which the T. Eaton Co. were charged in the police court with fraud, and could not be prosecuted there as their solicitor stated that the police magistrate had no jurisdiction over corporations, and they had to be taken around to the Court of General Sessions, where they were found guilty, and they then appealed to the High Court, and were again found guilty, and, not being satisfied with this, they appealed again to the Supreme Court, and were again found guilty. This case took over two years to prosecute, and cost hundreds and hundreds of dollars, not only out of the pockets of the merchants, but also out of the public treasury. And while this performance was going on the public press sat silent and enlarged its advertising pages. We can quote other cases of a similar character to prove our contention; and we can purchase articles advertised in the daily press of Toronto to-day which are not as represented, but the cost of the prosecution would be too great and the object to be gained would be scarcely worth while to warrant our doing so. When the law is changed we will then proceed by bringing into operation the simple machinery of the police court.

We have stated many times that we are not at all surprised at the criticism of the daily press on retail subjects. It is a problem that few newspaper editors have studied, and their comments only give evidence of the greater need there is for a wider knowledge of the subject being spread among the people as well as among newspaper editors. Luckily, however, we have long since recognized that if the merchants want better laws to improve their trade conditions they must depend on themselves, they must ascertain what they want, and then ask for it, and not wait until what they want is approved of by those newspapers which profess to direct public thought.

Our demand is a just one, and by earnest, active work we must succeed in securing it. Newspapers may be able to carry our



advertisements, but we are not disappointed if some of them do not understand our conditions.

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## TARIFF ENQUIRY TO OPEN IN WINNIPEG.

### Merchant Tailors Preparing Their Evidence.

The first sitting of the Government Commission to enquire into the operation of the tariff was held in Winnipeg on September 7th.

After listening to all that everyone has to say about the operations of the tariff in Winnipeg the Commissioners will hold sittings at other points in Manitoba. They will work their way to the West, holding sittings wherever asked to do so all the way to the Pacific Coast. Then, if it is found that any places have been overlooked, or that anyone has thought of something more to say, an opportunity will be afforded when the Commissioners are on their way back to the East.

The Winnipeg date is the only one fixed as yet, but it is expected that the work in the West will be cleaned up in about a month, and that the first of the eastern sittings will be held in the early part of October.

The merchant tailors' section of our Association is actively engaged in preparing evidence as to the present duty on the higher classes of woollens that are not as yet manufactured in Canada, and every merchant tailor is requested to forward to our office any information or suggestions they may have on the subject so that it can be properly presented before the Commission.

It is the intention of the officers of the Merchant Tailors' Section of the Toronto Branch to hold a joint meeting with the wholesale woollen merchants so as to view the question from both the wholesale and the retail standpoint.

## MERCHANTS' PREMIUM COMPANY MUST NOT DEAL IN TRADING STAMPS.

One of Toronto's daily newspapers announced recently that "the Provincial Secretary granted a charter to the Merchants' Premium Company despite the opposition of a deputation of retail merchants who are fighting the trading stamp business. The new company will be limited to deal in china, bric-a-brac and silver, and will do a trading stamp business in connection with it." The above is like many other Toronto newspaper reports, purely the result of the imagination of the reporter. The charter granted to this company gives them only the right to buy, sell and deal in china, furniture, bric-a-brac and silver, and the objection raised by our Association to their securing a charter was for the purpose of putting ourselves on record and calling the attention of the Provincial Secretary to the fact that some of the members of this company had been taken before the police court by our Association for carrying on a business similar to that carried on by trading stamp companies. This point was noted by the Provincial Secretary, and he stated in no uncertain manner that if this company attempted to carry on a trading stamp business, or in any way attempted to violate the Trading Stamp Act, that their charter would be promptly cancelled. They can buy and sell furniture, bric-a-brac, etc., but they must keep clear of the trading stamp business, as our Association intends to see that the law is vigorously enforced: and we stand prepared to take it to the highest court in the Empire if any trading stamp company should so desire to test it. The death knell of trading stamps has been sounded in Canada.

Some newspapers who have lost some advertising accounts by the sweeping away of this pestilence publish now and again articles to the effect that certain court proceedings are going to be taken by trading stamp vendors against the Government

for passing legislation making all such schemes a criminal offence. We might add that this might be possible in some foreign countries, but this legislation was passed by legislators who have floating over them the old British flag, which stands for more than written constitutions—it stands for the voice of the people, and when once a law is placed upon the statute books of this Dominion by our legislators it must stand there as the voice of the highest court in the land—the voice of the people. And it can only be removed by those who put it there. No court in Great Britain can annul it. We have control of our own home Government matters, and for this reason we in Canada feel proud of our connection with the British Empire, and are prepared at all times to stand by and defend the old British ensign that gives us full protection, and at the same time gives us personal liberty to conduct our business in this Dominion as the circumstances of the case warrant. We have secured the necessary legislation, and we mean to keep it and defend it at any and at all times.

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## TRADING STAMP COMPANIES CLOSING UP.

The result of our recent legislation abolishing trading stamps is already having a good effect. The Canadian Stamp Company, with the head office in the city of Montreal, who has been talking very loudly recently about taking an appeal to the High Court against the legislation we secured, has made a voluntary assignment and closed its doors. Others are likely to follow.

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## PLEDGE OF CONFEDERATION.

The Amherst News says:—"We are not a wealthy people, and to be placed at the mercy of a private railway with heavy freight rates, would mean, at this stage of our development, disaster and ruin. To the people of these Provinces the Intercolonial is a pledge of confederation just as much as the legalization of the French tongue is to Quebec."

## SOME NEWSPAPER WRITERS SHOULD STUDY THE RETAIL PROBLEM.

In the last issue of THE JOURNAL reference was made to the remarks of "The Flaneur" of the Mail and Empire, in which he characterized the Trading Stamp Bill as "fool legislation." "The Flaneur," referring to the comments made by THE JOURNAL, reproduces the original paragraph, and adds:

"The editor of The Retail Merchants' Journal then takes a couple of columns to explain my inconsistency in this matter. Still I see no inconsistency in the above paragraph. I do call any legislation that we cannot enforce, fool legislation; and this applies usually to all sumptuary laws. The editor of the Journal knows that the law against trading stamps can and is being evaded, and other equally objectionable dodges resorted to by a certain class of "enterprising" tradesmen. Besides, I object to special legislation for the protection of fools; those people who are simple enough to believe that a grocer, of whom they buy a pound of tea, will really make them a present of a pound of butter will go on being fooled by one fake or another all their lives; they like it, and will, of course, have it. There is always a proportion of knaves in all trades; but the honest tradesman is the one whose business will last and increase, and no storekeeper doing a straight business needs any aid from a policeman's bludgeon to knock a pushing rival on the head."

Notwithstanding the explanation of "Flaneur," THE JOURNAL still contends that his remarks are inconsistent. "Enterprising" fakers will, no doubt, endeavor to evade the law, and may for a time in some isolated instances succeed, but the experiment is likely to be a costly one to its promoters. The Retail Merchants' Association is composed of a large body of the best men of the country, whose sound judgment on trade questions, derived through common sense and experience, has denounced the trading stamp as a menace to honest and profitable retailing, and whose influence with the legislators of the country has secured the passage of an Act that will mitigate and abolish the evil. The provisions of the Act are stringent, and they will be enforced to the last

letter, even if it is necessary to appeal to the Privy Council of England. If there should be a flaw in the Act whereby a successful evasion is made, the Act will be amended and made more sweeping in its provisions.

That there are certain classes of people who are always ready to be fooled we admit, but that is no reason why unscrupulous and irresponsible fakers should be allowed to work unchecked a confidence game on the public, or that the unsuspecting people should be subjected to the "gold brick" game of the trading stamp vendors. The trading stamp is nothing but a lottery. The law protects the people from the lottery; then why not from the trading stamp? The man who obtains goods by false pretences is punishable under the Criminal Code. Then why not the trading stamp vendor, whose business is a tissue of false pretences with a little sugar-coating? It is the duty of the Government, which frames the laws, to protect the people from the machinations of the confidence man, who plots to secure something for nothing just as much as it is to protect them from the burglar or the pickpocket. Of these two evils the trading stamp vendor is the worst, because his robbery is committed under the guise of beneficence, while from the burglar or pickpocket the people know what to expect. While there are and always will be foolish people who are susceptible to get-rich-quick schemes, it is the duty of the Government to reduce temptation to a minimum and clear the country as far as possible from the vampires who subsist upon the credulity of their fellow-beings.

In securing trading stamp legislation the retail merchants of this country have placed themselves on record as benefactors of the people, besides extricating their own business from some of the slavish conditions with which it was menaced by the unchecked domination of the trading stamp parasite.

No, Mr. Flaneur, we are more than ever convinced that you have not given the trading stamp question proper consideration,

and we must again ask you to study the retail problem, which is so little understood.

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## DEAL WITH YOUR HOME MERCHANT.

Loyalty to home merchants is a characteristic that every true citizen should possess. The men or women who spend their money out of town for articles that can be purchased at home indirectly rob themselves in the end. Depriving the home merchant of what he is justly entitled to, means that the money that should be used for local improvements is not forthcoming, but goes to enrich the coffers of the mail order merchant or big departmental store, who have no interest in the patron, his conditions or locality beyond the amount of his purchase. The city dealer gets the money, and the home merchant has not got it to spend. The city dealer baits the hook, secures the catch, and does not return a cent that will benefit the locality where the money comes from. On the other hand, the home merchant pays back a large percentage in taxes and local improvements, besides making liberal contributions to many objects of local interest and necessity. Wise people invest their money where they are sure of satisfactory dividends, not in city sweat shops. One of the benefits of organization is the education of the buying public along these lines. It is an education that must be prosecuted in a systematic manner by concerted action. It cannot be accomplished by spasmodic individual efforts. The people who send their cash to the mail order houses do not realize that the injury they are indirectly doing themselves is much greater than the benefits they derive. Perhaps if they understood this thoroughly the local merchant would receive greater patronage. Good organization, harmonious work and common sense methods among local merchants will eventually reduce the present evil to a minimum.



### A THRIVING INDUSTRY.

D. Hibner & Co. are one of the pioneer furniture manufacturers of the town of Berlin, having established in 1877, and to-day enjoy an enviable reputation in the Dominion for superior product. Mr. Hibner has from the outset applied himself closely to his business undertaking, and by reason of his superior ability and constant application has been rewarded with wonderful success, and has to-day one of the largest and most substantially built brick furniture factories in the Dominion equipped with the latest improved machinery throughout, and employing expert mechanics to operate them as well as putting the furniture together and applying the finish; thus it is that the product of Mr. Hibner's factory has become to be known as the best constructed line of furniture on the Canadian market to-day.

During the quarter of a century Mr. Hibner has been in business he has enlarged his plant three times to enable him to keep pace with the increased business offered him by the trade. Doubling his output during the last seven years, the factory has now in the main building a floor space of 85,000 square feet.

The last addition was added last year, and part of this utilized for a much needed sample-room and a suite of offices. The offices are of choice quarter-cut oak, veneered throughout, the ceiling of metal handsomely decorated, making the offices easily one of the finest in the Province in every respect. The sample-room is neat and spacious, occupying the second floor immediately above the offices, and contains a full line of the factory's product where the line can be seen at any time, and is sure to always contain the very latest designs in the furniture world. Mr. Hibner has in addition to his factory at Berlin taken over a chair factory at Listowel recently, and is getting the same started, expecting to have his new line of chairs on the market immediately. These will illustrate what up-to-date machines and a cultivated taste backed up by long experience can produce in handsome chairs. There is no doubt but that the Listowel line of chairs is certain to be an eye-opener to the trade, as well as a money-maker for all those who avail themselves of the opportunity of procuring a supply of them.

The community at large hold Mr. Hibner in high esteem. He has been a member of the Berlin Town Council many years, and represented the town in the capacity of Mayor, and has represented Berlin as County Councillor for a number of terms, being chairman of the finance

committee of that representative body for this term.

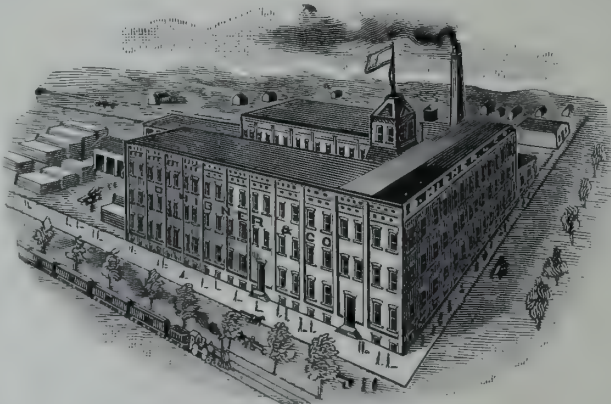
Mr. Hibner is president of the Metropolitan Fire Insurance Co., the Berlin Rink & Auditorium Co., and the German Printing & Publishing Co., also a director on the Board of the Equity Fire Insurance Co., and



D. HIBNER.

the Independent Mutual & Cash Fire Insurance Co., which show that Mr. Hibner's judgment as a business man of sterling value is keenly sought after and ever in demand. As a citizen, Mr. Hibner is popular, and enjoys a large circle of friends.

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D. Hibner & Co.'s Furniture Factory.

—The exports of butter, cheese and bacon from Canada this year will be seven or eight million dollars more than last year.

### QUEBEC TRAVELLERS' TAX.

In consequence of the strong criticism in the British press and protests by certain Chambers of Commerce the authorities of Great Britain have made application to Ottawa for a copy of the Quebec Act imposing a license fee of \$300 on commercial travellers from outside Provinces, also a report of the circumstances under which the law was passed. It is believed that the Federal Government when they come to consider the act in question will regard it as ultra vires of the Province and disallow it. Whether this belief is well founded or not remains to be seen. In any event, a fee of \$300 is regarded by some as altogether excessive. The Cabinet will probably deal with the matter at an early date.

A dodge, which is being extensively practised by English and American travellers to avoid payment of the \$300 tax imposed by the Quebec Government, was laid bare at the annual meeting of the Canadian Manufacturers' Association recently. It is for several of them to rent a small office in the city which makes them resident agents, and, therefore, not liable to the tax. As an office sufficient for this purpose can be procured for between \$100 and \$180 a year, and is shared by several, it can readily be seen that a large saving is effected. At the meeting, various members of the Association upheld the tax, while the secretary of the Montreal branch announced that Hon.

Mr. McCorkill, Provincial Treasurer, stated that the intention was to so amend the law that it would cover these offenders.

The Montreal branch of the Canadian Manufacturers' Association are to take steps to repeal the Act passed last spring in the Quebec Legislature, imposing a tax on commercial travellers who enter the Province from foreign countries and from other provinces for the purpose of selling goods. This was decided on at a meeting held on September 14th. A delegation is to wait on the Provincial Treasurer and urge the repeal.

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It is an ill wind that blows nobody good. The Chinese boycott of American goods is likely to result in an increased demand from China for Canadian products, especially flour. Canada is prepared to supply a large demand from the East for flour.

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At Winnipeg on September 7th, there was a drop of fifteen cents a sack in the price of the first three grades of flour. This has been expected for some time owing to the new crop being due.



## REPORTS FROM ASSOCIATION BRANCHES

### BRANCH OPENED AT CARLETON PLACE.

The Carleton Place Herald of August 29th gives the following particulars of an organization meeting at that place:—

"A meeting of the local merchants was held in the Council Chamber last Friday night, the 25th inst., to discuss the question of forming an Association. It was largely attended and all lines of business were well represented. Mr. E. M. Trowern, Dominion Secretary, and Mr. J. Eadie, Eastern Organizer, represented the Retail Merchants' Association of Canada and addressed the meeting. Mayor Bennett occupied the chair. The meeting proved to be very interesting and profitable, and most of those present took part in the discussions. The Dominion Secretary, in an interesting address, described the aims and objects of the Association, pointing out the need of it, the benefits all classes were getting from organization, the work the Association had accomplished in the past, and the work it intended doing. He mentioned amongst other things the connection with the Trading Stamp Bill, and the amendment to the Assessment Bill, and the bills they had now before Parliament, namely: The Pedlars, Hawkers, and Transient Traders; also the amendment to the Division Court Act, as regards small debts, the abolition of the weights and measures inspection fees, making corporations responsible for the actions of their servants the same as retail merchants. He also touched on the cartage of goods being paid at both ends by the retailer, fire insurance, etc.

Mr. Eadie explained the great growth of the Association, the power of its members, the desire of the merchants that something should be done with the pedling and hawking laws, which were ruinous to the merchants who were paying large rents and taxes, and also as regards the methods of collecting accounts from bad payers. He also stated the Association would not be satisfied until every town and every merchant was fully organized, and that it was in their own interest.

It was moved and unanimously approved that a branch of The Retail Merchants' Association of Canada be formed in Carleton Place, and the following gentlemen were appointed officers: President, Andrew Neilson; First Vice-President, W. E. Mayhew; Second Vice-President, J. E. Bennett; Treasurer, D. H. McIntosh; Secretary, W. J. Muirhead.

All present subscribed their names as members, after which the speakers

Secretaries or other Officers of Local Branches are asked to contribute to this department. Items of interest to Local Branches are desired.

and Mayor were thanked for their services. Mr. Eadie was asked to call on all merchants and invite them to become members.

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### THE CORNWALL BRANCH.

The organization of a new branch of our Association at Cornwall was briefly mentioned in the August issue of "The Journal," but the report of the election of officers did not reach the office in time for insertion in that issue.

The merchants of Cornwall have entered heartily into the spirit of the organization with the proper anticipation of the benefits to be derived from a unity in the methods of conducting business of kindred interest. While the merchants of Cornwall were not working at cross purposes in the real sense of the term, they were going along each in his own individual way in business affairs that were of vital importance to them all as a whole. Methods of dealing with the public or the wholesalers, systems of collecting accounts, patronage of and contributions to local celebrations or entertainments, etc., were adopted by an individual merchant just as seemed best without consultation with contemporaries in the way of organized unity. The visit of Eastern Organizer James Eadie, and Dominion Secretary E. M. Trowern, who laid before a large meeting the principles and objects of our Association, with the evidence of what it had accomplished, what it is now doing for the retail merchants of the country, and what benefits can still further be attained by organization and concerted action was an incentive which determined Cornwall merchants to ask for the formation of a local branch of our Association.

Upwards of fifty retailers signed the charter roll, and at the final organization meeting the enthusiasm manifested was of the character that grows rather than diminishes. Officers were elected as follows: President, G. R. Phillips; First Vice-President, D. J. Gillies; Second Vice-President, J. E. Snetsenger; Secretary, J. R. Herdman; Treasurer, H. Yates; Executive Committee, T. J. Donihee, S. W. Jacobs, E. O'Callaghan, J. G. Hunter, E. H. Liddell, and G. W. Runions.

A special committee was also appointed to wait upon other merchants to induce them to become members. This is being done with much success.

The Cornwall branch had a most auspicious inauguration, and the indications are that it will be one of the strongest outside of the cities.

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### ORGANIZING IN PERTH.

At Perth on August 28th, Messrs. E. M. Trowern, Dominion Secretary, and James Eadie, Eastern Organizer of our Association, met a large number of the retail merchants, who were enthusiastic over the proposal to organize a branch of our Association. The chair was occupied by Mr. Henry Taylor.

Mr. Trowern on being introduced by the chairman said all classes were receiving benefits from the Government through organization, and the retail merchants also wished to participate in similar benefits, which could only be secured through good organization. He showed that the farmers, manufacturers, tradesmen, and bankers were all organized. He referred to the work accomplished by our Association in connection with the trading stamp evil. He explained the Pedlars', Hawkers', and Transient Traders' Acts, and the proposed amendment to the Division Court Act, by which it was hoped to simplify the collection of small debts. Another object of the Association was to make corporations responsible for the actions of their servants the same as private merchants. The question of fees for the inspection of weights and measures was also dealt with by the speaker who concluded that these fees should be abolished.

Organizer Eadie expressed his pleasure of being present. He went into details respecting the work or organization. In the Province of Ontario were 70 branches with an aggregate membership running into the thousands. He hoped soon to see the merchants of every town in Ontario organized.

A hearty vote of thanks to the speaker was passed, and it was unanimously decided to form an Association, officers to be elected at a subsequent meeting.

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### BRANTFORD BRANCH.

The Brantford Expositor of August 25th prints the following report of the recent organization meeting in that city:—

"The first regular meeting of the Brantford Branch of The Retail Mer-



chants' Association of Canada was held last evening in the council chamber. A good attendance of local business men showed the growing interest being developed.

"President Douglass occupied the chair, and in a few introductory remarks referred to the material progress made. Already ninety business men of the city had affiliated themselves with the Association and the prospects were that the number would be largely augmented when the canvass was completed.

"An important feature was the report presented by Provincial Organizer, Mr. S. A. Brubacher, of the Provincial Convention, held in the Board Room at Toronto, on August 14th and 15th. It was not lengthy, but covered the ground. He referred to the fact that a more equitable assessment had been secured for the retailers and that the question of dealing with the transient traders was under consideration. To deal with this matter a special committee of the Legislature had been appointed to consider it in all its aspects. They are Hon. W. J. Hanna, chairman; Messrs. W. H. Hoyle, I. P. Downey, I. R. Dargavel, T. H. Preston, J. B. Duff, E. I. B. Pense. This committee would be prepared to listen to the arguments of the retailers, and suitable legislation was hoped for along this line.

"The convention also considered the matter of scale inspection, legislation to make corporations amenable to law the same as individuals, cheaper telephones and protection against misrepresentation in advertising.

"The report was received with much satisfaction by local retailers.

"Continuing the order of business it was decided that in future, meetings should be held in the Builders' Exchange. Messrs. Howie and Gress were appointed to deal with this matter. The regular meetings will be held on the first Monday in each month. Before the next meeting a new charter will be secured.

"The appointment of the committees was left over until the next meeting. They will be financial, railway, legislation, assessment and local improvement."

Since the above meeting was held, information has been sent to the Journal from Brantford stating that from 125 to 150 members will be enrolled. This is gratifying intelligence, and demonstrates that the retail merchants of Brantford fully appreciate the necessity and benefits of a good organization. It should be an incentive to the merchants in unorganized districts, and a stimulant to some of the older branches.

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#### PERFECT ORGANIZATION IN GALT.

To the rapidly swelling ranks of our Association, the infusion of new life, into a vigorous branch at Galt, adds another important quota. There

the retail trade is in the hands of men whose keen, shrewd, and progressive business ability is one of the leading factors that has brought Galt into prominence as one of the thrifty trade centres of Canada.

A few days ago, Dominion Secretary, E. M. Trowern, and western organizer, S. A. Brubacher, visited Galt, and the result of that visit has been the inoculation of the local Association with fresh enthusiasm, renewed vigor and greater impetus towards the accomplishment of the prime objects inculcated in the platform of the Association.

The local Association in Galt has been in existence about two years, and has been productive of many advantages of a local nature. The visit of the Dominion Secretary had the effect of still fresher stimulating the interest, and germinating in the minds of individual members a resolution of aggressiveness in so far as the legislation of the country's affairs affects the interests of the retail merchants. It was conceded that local interests are controlled and subservient to the broad measures which regulate the trade of the whole country, and that to secure such measures as are advantageous and equitable it is necessary that every unit act in conjunction, under the directing influence of the Provincial and Dominion Boards.

The meeting was largely attended by retail merchants, every one of whom appeared to feel that their individual business interests would be benefited by a participation in the support of all the features of our Association.

The chair was occupied by Mr. Alfred Taylor, President of the local Branch, with Mr. Geo. T. Hamilton at the Secretary's table. Mr. Trowern, on addressing the assembly, launched at once into the portrayal of the benefits of thorough organization, showing what had been accomplished, what was in process and what was contemplated. That his words found favor and were to the point is demonstrated by the following criticism, which we clip from the Galt Reporter:

"Mr. Trowern is evidently an energetic, keen-witted and thoroughly capable business man, with a strong grasp of the mercantile situation and a faculty for presenting it clearly in its several phases as it affects the varied interests embraced in the Association of which he is the head. He appears to know all about the concerns of the retail trade in every branch; to understand thoroughly the relationships of one class to the other; to be posted on railway affairs and the general matter of transportation, and to be able to indicate lucidly and concisely admirable methods for conserving and promoting the retailers' interests by legislation and otherwise. Speaking of the work done through appeals to Parliament, he instanced the new Assessment Act, the provisions of which he carefully explained, and

pointed out that the changes effected in the legislation as at first proposed were due to the untiring efforts of the Dominion Association, whose representatives had exposed the anomalies and injustices of the original Act and by sheer force of reason and argument had induced the Government to modify its provisions so as to deal fairly with the retail trade and not have legislation enacted that would be oppressive to it while favoring the wholesalers and the companies. The original Act, he pointed out, would have doubled the taxation of the small dealer in comparison with that of the large trader; and he gave specific instance of a case in which the prospective beneficiary, who would have had his taxes reduced from \$3,000 to \$112, fought desperately to have the original Bill become law. He spoke of the legislation secured and still being sought respecting pedlars and transient traders, and of the proposed amendment to the Division Court Act. Referring to the Division Court, he pointed out that, while now it often cost the amount involved to collect a small account, it was proposed to fix the cost at not more than 25 cents for any sum sued for under \$100. He referred to the special committee appointed by the Legislature, with Hon. Mr. Hanna as Chairman, and to which the Association looked for redress of some of their greatest grievances. Fraudulent advertising was dealt with, and it was shown that under the law as it now is only individuals, not corporations, could be summoned to the police court for misrepresentation of value and quality of goods sold. He spoke of the effort to equalize freight rates by an appeal to the Railway Commission (1), and, in this connection, declared that Galt grocers were forced to pay nine cents per cwt. more on sugar from Montreal than was charged Berlin merchants. trolley carriage from Galt included. Exorbitant and discriminatory express rates would also be fought against.

The trading stamp was pronounced a dead issue. He affirmed the principle that in the inspection of weights and measures, the expense ought to be borne by the Government, not by individuals, seeing that such inspection is intended for the general public good.

In closing, Mr. Trowern addressed some words of kindly counsel to the local Branch of the Retailers' Association, urging unity and the working for a common object. At his instance a committee was formed, comprising an individual member of each branch of trade represented, to increase membership and promote harmony and activity.

That the meeting was productive of good fruit is in evidence from a later report from Organizer Brubacher, who states that the membership of the Branch has been very largely increased, and that monthly meetings will be held regularly.

The annual meeting for election of officers, etc., will be held in October.



## RECOGNIZING THE NEED OF MORE INDEPENDENCE.

Gradually the daily press is beginning to recognize the need of more independence and less party politics. Referring to a meeting of the Farmers' Association, the Toronto World comments as follows:—

"The Farmers' Association met the other day and passed a number of resolutions. Most of these resolutions were aimed at existing political evils, and as such must be welcomed at a stage in the country's history when outspoken opposition to political evils is rarely heard. But the Farmers' Association might have done something more. It might have placed on record a resolution urging the desirability of honest electors putting their trust in principles instead of party traditions. There is no special remedy for political evils, but if there is one more powerful than another, it is the obliteration, or at least part obliteration, of party lines in politics. If the Farmers' Association could bring about a condition of affairs in which 50 lifelong Conservatives and 50 lifelong Liberals in every constituency would ignore their party preferences and band themselves together for the realization of certain principles it would accomplish more good than by passing one hundred resolutions of the ordinary kind. Advice does not bother the politician. It is force that he fears. There is no force in resolutions which reflect a kind of abstract resentment of political wrong, but the politician would begin to concern himself if an organization like the Farmers' Association proceeded to unite its sympathizers for the propagation of principle irrespective of party ties. Blind, unreasoning party faith is the great security to the authors of the weakness and corruption in Canada to-day, and the eradication of these elemental causes of misgovernment should be the first object of the Farmers' Association."

What is implied and might be accomplished by the Farmers' Association could also be put into operation by every other organized body in Canada, and when that time arrives, Canada will progress with surprising rapidity, having obliterated the opponent whose chief object at present is to oppose everything that has not been originated at his particular party altar.

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## RETAIL FURNITURE DEALERS.

The annual convention of the Retail Furniture Dealers was held in the Temple Building, Toronto, on Sept. 6th and 7th. The Secretary, J. M. Struthers, of Guelph, presented a gratifying report, and the Treasurer, W. R. Rogers, showed a balance on hand. Considerable business was transacted, and the following officers were elected:—President, John Hoodless, Hamilton; Secretary and Treasurer, J. M. Struthers, Guelph; Vice-Presidents, N. G. Valliquette, Montreal;

John White, St. John, N.B.; A. Campbell, Brandon, Man.; C. S. Coryell, Toronto; Frank E. Walker, Hamilton. Executive Committee, A. Emeris, Montreal; D. Wishart, Montreal; John Leslie, Winnipeg; Z. Paquet, Quebec; A. J. Taylor, Richmond, Que.; Chas. S. Everett, St. John, N.B.; B. E. Smith, Moncton, N.B.; T. W. Currin, Ottawa; J. A. Hall, Preston; Wm. C. McArthur, Chatham; W. Long, Brantford; L. Phippen, Sarnia.

The Entertainment Committee arranged a very enjoyable trip to Hamilton on the steamer Turbinia for the visiting delegates, and a supper was provided on the way home. Mr. E. M. Trowern, Dominion Secretary, addressed the delegates, and a resolution was passed empowering the executive to discuss amalgamation.

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## ST. CATHARINES BUTCHERS MAKE MERRY.

The local association of the wholesale and retail butchers of the Garden City of St. Catharines, spent a merry time at Lakeside Park, on August 9th, at a well-carried-out picnic. The attendance included the butchers and their friends from all over the counties of Lincoln and Welland. A feature of the occasion was the roasting of a seven hundred pound ox on the grounds. This was commenced at two o'clock in the morning, and at noon the meat was ready for serving. A good programme of sports kept the large crowd interested during the whole afternoon, and the managers of the affair had the satisfaction of knowing that every one was pleased and satisfied.

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## FRUIT AND VEGETABLE GROWERS' PICNIC.

The Fruit and Vegetable Growers' Association of the Hamilton District held a most successful picnic at the Brant House on August 16th. The attendance was very large, including representatives from the Toronto and St. Catharines Associations. The weather was ideal, and served to enhance the enjoyment of the programme of sports that was carried out. Addresses of special interest to members of the Association were delivered by various speakers, in which the benefits of thorough organization was the paramount feature. A good deal of disappointment was manifested at the absence of the Hon. Nelson Montieth, Provincial Minister of Agriculture, who in consequence of a bereavement in his family was unable to attend. The principal speakers of the occasion were Hon. Thos. Bain, Daniel Reed, M.P.P., J. T. H. Regan, James Weir, E. D. Smith, and Oscar Sealey. Fine music was furnished by the band of the 91st regiment of Hamilton.

## THE MASTER BAKERS' ASSOCIATION.

The Canadian Association of Master Bakers met at Ottawa on August 8th, and many matters of interest to the craft was discussed. A very instructive address was delivered by Prof. Harcourt, of the Guelph Agricultural College, on "Flour." He dealt with the best kind of flour for bakers' use. He said that the location, soil, climate and season had much to do with the quality of wheat, and consequently the flour. Mr. Geo. Weston, Toronto, contributed a valuable paper on "The Open Shop." Mr. Weston said there should be no open or closed shops. Unionism had never done anything for the trade, yet employers should endeavor to make their shops as comfortable as possible for their employees. A paper on "Costs in bread-making in the small bakery," written by Mr. Z. Hilton, Toronto, was read by Mr. Bredin. Mr. Hilton had some sarcastic things to say about the flour dealer. Discussing this paper, Mr. Bredin said employees had as much right to organize as their masters. The unfortunate thing was that they were often badly led.

The question of breakfast foods and flours as they affect the baking trade was referred to the incoming Executive, and Prof. Harcourt, consulting chemist.

Practical cake baking was the subject of an excellent and instructive paper by Mr. A. W. Carrick, Toronto.

Mr. A. McGill, of the Inland Revenue Department, Ottawa, read a paper on "Gluten." Mr. A. M. Ewing, Hamilton, read a paper on "Machinery and Its Adaptability to the Average Bakery."

Officers for 1905-6 were elected as follows:—President, Geo. W. Shouldis, Ottawa; First Vice-President, M. Bredin, Toronto; Second Vice-President, J. R. Heardman, Cornwall; Third Vice-President, A. L. Thirodeau, Windsor; Fourth Vice-President, W. D. Muir, Vancouver; Treasurer, A. W. Carrick, Toronto; Secretary, James Acton, Toronto; Executive (with officers), A. M. Ewing, Hamilton; John Turnbull, Toronto; T. Fitzgerald, St. Catharines; R. H. Harrison, Woodstock; Legislative, Messrs. Geo. W. Shouldis, B. Slinn, John Borthwick, Ottawa; A. A. Lees, A. M. Ewing, Hamilton; John Turnbull, M. Bredin, Jas. Acton, Toronto; Jas. H. McEwen, Montreal; E. Parnell, Jr., London.

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After being in business in town for twenty years, Geo. Robinson, of Toronto Junction, has sold his bakery and confectionery store to Robinson Bros., who have given up business in Calgary to come East. They took possession on September 1st.



### GLOVE AND MITT ASSOCIATION.

At a recent meeting held in Toronto the Glove and Mitt Association of Canada authorized the preparation of data to be submitted to the Tariff Commission, and decided that an advance in the price of gloves and mitts should be general, in view of the increased cost of raw material. From ten to fifteen per cent. was suggested, but it was thought best not to fix a uniform schedule of prices. At the same time it was thought that the not distant future might see such an attempt in staple lines.

The Glove and Mitt Association passed a third resolution, one of intimate interest to the trade: "Samples for spring delivery should not be shown to retail trade, or orders booked, until January 2nd, 1906. Orders for fall delivery shall date up to November 1st, 60 days net, or two per cent. off at ten days; goods subsequent to November 1st to be dated first of following month. No trade discount shall be made to retail trade."

The Association also discussed the advisability of appointing a permanent paid secretary.

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### A BOOT AND SHOE ORGANIZATION.

On August 23rd, the boot and shoe manufacturers and jobbers in a meeting at the Chateau Frontenac, Quebec, formed an Association to be known as the Wholesale Shoe Association of Canada. The following officers were elected: President, Mr. James Robinson; Vice-President, Mr. Hamilton, for Ontario; Mr. Ritchie, for Quebec; Mr. Pride, for the Maritime Provinces; Mr. Kilgour, for Manitoba and the North-West Territories; Mr. Erskine, for British Columbia; Treasurer, Mr. Hagar; Secretary, Mr. Wall. The following important resolution was adopted: "That, owing to the cost of raw material in the manufacture of boots and shoes, it is absolutely necessary to increase the price of goods."

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### MONTREAL MILK DEALERS.

The milk dealers of Montreal spent a merry day at De Lorimier, in the early part of last month. The day was taken up with sports of various kinds, which were witnessed and enjoyed by a large crowd of spectators. The weather was ideal and enjoyment supreme. The milk dealers of Montreal are a strong organization, who realize the value and the benefit of unity in business matters.

"The Journal" has been favored with the following list of sports and the results:—

Three-legged race—Kelly and Hibbs, 1; Strike and Briggs, 2; McBride and Philipps, 3.

High jump—Philipps, 1; Pepin, 2; 4 feet 7 inches.

One mile run—Hibbs, 1; Strike, 2; Speak, 3.

100 yards foot race—Philipps, 1; McBride, 2; Speak, 3.

Putting 16-lb. shot—Hutchinson, 1; Dement, 2; Philipps, 3. Distance, 39 feet.

Milkmen's sons' race, 10 to 15 years—Romeo Crute, 1; S. Coughtry, 2; N. Hall, 3; A. Denne, 4; C. Cote, 5.

Milkmen's daughters, 10 to 15 years—Gladys Bethell, 1; Ernestine La Rocheliere, 2; Wilma Coughtry, 3; Minnie Leveque, 4.

Obstacle race—Hibbs, 1; Dement, 2; Strike, 3; Speak, 4.

Milkmen's sons under 8 years, 100 yards—Outerkirk, 1; Hurst, 2; Earle, 3; Johnston, 4.

Milk wagon competition—R. Todhurst, 1; J. Gascon, 2; F. R. Drummond, 3.

Coat race—A. Butler, 1; G. W. Bithell, 2; W. Johnson, 3; T. Earle, 4.

100 yards run—Candlish, 1; Outerkirk, 2; Hurst, 3.

Half mile run—J. Speak, 1; J. Biggs, 2; G. Strike, 3; A. Strike, 4.

Milkmen's daughters, under 10 years—Wilma Coughtry, 1; Isabella Hall, 2; I. Drummond, 3.

Married ladies' race—Mrs. Pickard, 1; Mrs. Smith, 2; Mrs. Foley, 3.

Hop, step and jump—T. Philipps, 1; G. W. Kelly, 2; J. Dement, 3.

Pipe race—W. S. Hurst, 1; Outerkirk, 2; Hibbs, 3.

Flat race,  $1\frac{1}{4}$  mile, handicap—Penny, George Vandalac, 1; Satan, George Candlish, 2; Browndale, F. Thompson, 3.

Horse race, open to milkmen; purse, \$50—

Philomen, J. F. Smith ..... 1 1 1  
Charlestown, George Candlish. 2 2 2  
Tom, W. H. Evans ..... ds.

Time—2.35, 2.30 $\frac{1}{4}$ , 2.30 $\frac{1}{2}$ .

Horse race, trot or pace; open to grocers, butchers, hotel-keepers, and hackmen; purse, \$60—

Jessie B., A. Tetrault ..... 9 1 1 7  
M. P., F. St. Vincent ..... 1 2 2 8  
Deliber, R. Roy ..... 4 5 4 1  
J. B., F. St. Vincent ..... 3 3 3 2  
General Bank, A. Emond ..... 2 4 8 5  
T. Flynn, B. Morneau ..... 7 8 6 3  
Arnie Joe, H. Donaldson ... 5 7 5 6  
N. T., C. Deslaurier ..... 8 9 7 4  
Montreal Traveller, Montreal

Packing Co ..... 6 6 dr

Time—2.33 $\frac{1}{2}$ , 2.30, 2.28, 2.40.

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### VEGETABLE GROWERS' ORGANIZATION.

The London Free Press, speaking of the Ontario Vegetable Growers' Association, says:—The officers of the recently-formed Ontario Vegetable Growers' Association purpose organizing branches of the Association in connection with the leading cities and towns of the Province. Organizers will be sent out during August

and September to towns and cities with the object of forming branch Associations. These organizers will be members of the Association, who are leading market gardeners in the vicinity of Toronto and Hamilton.

The Association will receive a Government grant this year of \$800. It purposes using this money to hold a large convention for vegetable growers at the time of the horticultural exhibition in Toronto, next November, and also offering prizes for a large vegetable exhibit at this show. The prize list for the show has already been completed.

The constitution of the Association provides for the formation of branch Associations. The vegetable growers in the vicinity of any town or city may organize a branch Association, for which the membership fee is \$1. The presidents of these branch Associations become directors of the Provincial Association, and have their expenses paid while attending meetings of its executive. The branch Associations are expected to pay the Provincial Association 40 cents for each of their members, which makes all members of the local Association members of the Provincial Association. The Provincial Association sends all its members copies of the annual report of its convention, a monthly magazine which is the official organ of the Association and other printed matter. Vegetable growers who would like to see one of these branch Associations formed in their vicinity are invited to write to H. B. Cowan, Department of Agriculture, Toronto, who is the Secretary of the Ontario Vegetable-Growers' Association.

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### MILLERS' MEETING.

The Dominion Millers' Association met in Toronto on August 31st, and transacted considerable business of interest to the Association. The executive reported great success in their efforts to have the freight rates lowered, and to secure a reduction on local rates between Ontario and the Maritime Provinces. The officers for next year are: President, George Goldie, Ayr; First Vice-President, W. Vogan, Walkerton; Second Vice-President, J. Munro, Thorold; Secretary-Treasurer, C. B. Watts, Toronto; Executive Committee, Messrs. Flavelle, Lindsay; Rice, St. Mary's; Shaw, Toronto; Noble, Norval; Bailey, Hamilton; and Wood, Brantford.

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The wool clip of the North-West Territories has been officially announced as 700,000 pounds. Of this, Alberta will give about 290,000 pounds; Medicine Hat, 60,000 pounds; Walsh, 90,000 pounds; and Maple Creek, 220,000 pounds. The best class of western wool is very fine, almost pure merino, and will clean up to 60 per cent. of scoured wool.



**MONTREAL BRANCH C.M.A.**

At the annual meeting of the Montreal branch of the Canadian Manufacturers' Association, held recently, the new executive was chosen as follows: Chairman, Jeffrey H. Burland, the Canada Engraving & Litho. Co., Limited, elected by acclamation; Vice-Chairman, D. Lorne McGibbon, the Canadian Rubber Co., of Montreal, elected by acclamation.

Executive Committee:—J. H. Birks, Henry Birks & Sons; S. S. Boxer, the Watson-Foster Co., Limited; W. P. Coleman, Canada Car Co., Limited; C. W. Davis, the Williams Mfg. Co., Limited; J. S. N. Dougall, McCaskill, Dougall & Co.; Geo. E. Drummond, the Canada Iron Furnace Co., Limited; Geo. Esplin, G. & J. Esplin; S. W. Ewing, S. H. Ewing & Sons; Robt. Gardner, Robt. Gardner & Son; Chas. B. Gordon, Dominion Textile Co.; J. T. Hagar, J. & T. Bell; J. J. McGill, ex-officio; Wm. McMaster, the Montreal Rolling Mills Co.; Robt. Munro, the Canada Paint Co., Limited; Hon. J. D. Rolland, Rolland Paper Co.; G. W. Sadler, Sadler & Haworth; Clarence F. Smith, the Jas. McCready Co., Limited; W. T. Whitehead, the Colonial Bleaching & Ptg. Co., Limited; D. Williamson, Diamond Flint Glass Co., Limited.

Mr. J. J. McGill, the retiring president, in the course of his address vigorously protested against the recent enactment of the Quebec Legislature in placing a tax of \$300 on foreign commercial travellers, and trusted the obnoxious law would soon be voluntarily withdrawn.

Diversified opinions were expressed in the discussion on this tax, many favoring it, if it could be made to apply so as only to prevent travellers dealing direct with the consumers. It was also pointed out that a common method of evading the tax was for English and American travellers to rent together an office for about \$100 a year, and thus become resident agents, and thereby effect a large saving. However, Mr. McCorkill, the Provincial Treasurer, states the Act will be amended to cover this contingency.

It came out at that meeting that no efforts are being made to collect this tax of \$300. Mr. Cameron, the Secretary, stated that upon inquiry at the Government offices he had been informed that no collections of it had yet been made, and there were not, in fact, any forms made out as yet to be used for this collection.

The matter was left to the Executive Committee to deal with.

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**LUMBERMEN IN CONVENTION.**

An important convention of the National Wholesale Lumber Dealers' Association was held at Ottawa on the 16th and 17th of August. Delegates were present representing Canadian and twenty-eight states of the American union. One of the important questions under consideration was

the action of all the railways east of the Mississippi in compelling lumber shippers to equip gondola, or flat cars, with rack and stakes. Great enthusiasm prevailed, and a resolution was unanimously adopted endorsing the laying of a complaint before the Interstate Commerce Commission, and pledging the Associations interested to use every possible means to bring the dispute to a successful issue. All the other lumber trading associations not represented were asked to join in carrying out the complaint. The following Executive Committee was elected to give effect to the resolution:—F. R. Babcock, R. W. Higbie, respectively chairmen of the Reception and Legislative Committees of the National Wholesale Lumber Dealers' Association, who formulated and filed the complaint; Ed. Hines, Chicago, Wholesale Lumber Dealers' Association; W. B. Mershon, Saginaw Valley Association; C. I. Millard, National Lumber Manufacturers' Association; George Gardner, Southern Lumber Manufacturers' Association; E. H. Downman, Southern Cypress Manufacturers' Association; W. A. Holl, Wisconsin Valley Lumber Manufacturers' Association; Richard C. White, Eastern States Retail Dealers' Association; Chas. F. White, Pacific Coast Lumber Manufacturers' Association; Earl Palmer, National Hardwood Lumber Association, and R. S. Van Hant, Hardwood Manufacturers' Association, United States.

At a previous meeting of the National Association Company Pendennis White, the president, read the report of the Committee on Fire Insurance, recommending that the rates of insurance should be based on the conditions found to exist in each lumber yard.

Mr. Stewart, chief of the forestry branch of the Department of the Interior, addressed the members of the Association on the desirability of preserving the young timber.

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**MEETING OF DIVISION COURT CLERKS.**

The twentieth annual meeting of the Dominion Court Clerks' Association of Ontario was held at the Parliament Buildings, Toronto, on September 7th. The business consisted of the election of officers and the discussion of matters of interest to the members of the Association. The following are the officers who were elected: President, Benjamin Allan, Owen Sound; First Vice-President, E. H. Duggan, Toronto; Second Vice-President, H. Falconer, Shelburne; Secretary-Treasurer, C. McIntyre, Woodville; Executive Committee, A. McLean Howard, Toronto; J. C. Squire, J. F. Bell, Peterborough County; J. Chapman, Huron County; Geo. F. Bruce, Ontario County; Committee on Legislation, Messrs. Allan, Duggan, McIntosh, J. C. Doherty, T. M. McMahan.

**DIPLOMAS FOR EMBALMERS.**

The Canadian Embalmers' Association met in Toronto during the last week of the Exhibition. Several candidates wrote on an examination for embalmers' diplomas, with the following results:—B. L. Maybee, Trenton; O. F. Howard, Glencoe; A. D. McRae, Vankleek Hill; G. E. Sawyer, Mitchell; J. J. Hinnegan, Wallaceburg; B. E. Sills, Belleville; S. W. Cross, Wiarton; R. S. Knowles, Dundas; A. A. Jackson, Arkona; C. Marsh, Morrisburg; H. W. Peirce, Brantford; W. J. Smith, London.

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**LABOR CONFERENCES**

J. Ramsay Macdonald, Secretary of the Labor Representation Committee, interviewed by a representative of a London newspaper in reference to the proposed labor conferences in the colonies, said the success of the labor party in Germany, France, and England was going to make a European war impossible. "This country may become embroiled in war, not because we want it, but because some colonial interest has been threatened. Take, for instance, the Alaska boundary difficulty; that might easily have produced a rupture between ourselves and the United States. Before we can feel that our friendship with continental countries is going to be an effective guarantee for peace we must have a very strong hold on the political opinions of the colonial working men, so that in the colonies there also will be a peace sentiment. There is an idea in many quarters that labor men here do not care a snap of the fingers about our kith and kin across the seas. It seems that it would be valuable to us to meet them, and show them the fallacy of such a suggestion. I have been in Canada and South Africa, and my experience has been of enormous value in my relations with the labor party and institutions of my country."

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**THE AMERICAN WAY.**

The business men of Delevan, Ill., have taken a unique way to get even with the mail order houses in Chicago. They pay draymen \$40 a month to get the names of those who are getting things from the mail order houses. When one of these parties went into the store to get anything on credit he is refused, no matter how good his financial standing was. When they had butter and eggs to sell they were told to sell them to the mail order company. The result was that the town was put on a cash basis, and the people were forced to quit the mail order houses.

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Geo. S. Dusty and E. F. Morse have opened a men's furnishing store at Aylmer, Ont. The firm will be known as Dusty & Morse.



### A PROGRESSIVE RETAIL STORE.

It is with a pleasure born of appreciation that "The Journal" uses its space to describe the rise and progress of a successful retail establishment. In these days of twentieth century progress, when Canada is taking her place in the front ranks of the business nations of the earth, evolution in the retail trade is only the natural result of the demand made upon the seller by the buyer. Rapid increase of the population of the country, the accumulation of money among the masses, the desire for comfort and convenience, and the means of procuring it, are the incentives that move the enterprising retailer to cater to and supply the demand. The man or the company who can do this successfully, are born to the business. They must possess within themselves a keen perceptive sense of human nature in all its vagaries. They must know the difference between the luxuries and the necessities, and while catering to both must judge their customer according to his means, sell him the goods he requires, and be able to make the selection for him at the best possible advantage to the buyer. In other words, the successful retailer must, while selling, imagine himself in the place of the customer, and educate his staff of salesmen along the same lines.

There are in Canada a few retail merchants who have followed along these lines, and have from small beginnings built up large and successful establishments. They give one hundred cents' value for every dollar's worth purchased, and they have become oracles among the purchasing public. To achieve such success is an untried art, aided by careful observation and long experience, and to such comes the zenith of success.

Involving all these principles the Toronto establishment of the J. F. Brown Co., Limited, stands in the first rank of Canadian retail stores. Twenty years ago the nucleus of the present firm made its advent in a little twelve by twenty room on Yonge Street, with Mr. Brown filling the combined positions of manager, buyer, salesman, bookkeeper, and messenger. Indomitable pluck and energy, together with a total cash capital of fifty dollars earned by hard work in the lumber camps of Michigan, were what Mr. Brown started with. In two months business had grown sufficiently to warrant the addition of one man to the staff. From that beginning the present firm, with its eight-story building and 149 employees has grown. When the Yonge Street room became too small larger premises were secured on Queen Street, where Mr. Brown demonstrated in a practical manner his ability as a dealer in furniture. First-class home furnishing was a hobby with him. He appreciated the value of home comfort, his experience as a practical lumberman enabled him

to judge correctly the quality of goods, and his inborn knowledge of people and their requirements placed him in the position not only of a successful buyer and seller, but as a conscientious adviser of his customers.

As time rolled on business increased until the Queen Street premises were too small. The stock carried there was large, and Mr. Brown's ideas were large also. He had conceived the idea of being a complete home furnisher—to supply everything needed to furnish a house and clothe the inmates. He figured it out that he could furnish a house complete for occupancy while the tenants were getting married, or if they were a veteran couple the same service could be performed while they were holidaying.



J. F. BROWN CO., TORONTO.

These ideas culminated in the erection of the present magnificent building at 193-5-7-9 Yonge Street, with its eight stories above the sidewalk, and one below. The building is the most modern retail establishment in Canada, with every possible convenience, and lighted by their own electric plant. The establishment includes nine distinct departments.

The main floor is devoted very largely to library furniture and art works suited to dens, offices and halls. There are antique and modern styles, many pieces in weathered oak and Antwerp finish, and lounges, couches, and cabinets in endless variety. A feature of the store is the fact that they have an upholstering depart-

ment in which they do their own upholstering. Another strong feature is the shade factory, in which shades for houses, churches, offices, etc., are made. The company makes a specialty of office furniture and office fittings, and take contracts for fitting up offices. Indeed, furniture is what the store started with, and the firm has maintained its reputation with increasing favor year after year since it started. Here is to be found furniture from all parts of America, and some of European manufacture. They can supply a suite from \$9 to \$300. Among the valuable works of art in furniture are some beautiful dressers made of Asiatic walnut. In curtains and draperies every country famous in curtain manufacture is represented, and there is an elaborate assortment. In china, crockery, bric-a-bac, rugs, carpets, or anything in the house-furnishing line an inspection of J. F. Brown Company's stock will be sure to give what is wanted. Millinery and ladies' furnishings are not neglected. There is something practical and serviceable about the display. The very expensive styles are not shown and the range runs from \$1 to \$12. In this, as in every other department, credit is given when required. There are also ladies' ready-to-wear costumes, ladies' coats and waists modelled in the most recent shapes. There are tables of men's clothing, too. This is a department which was started last fall, and is now assuming proportions. The new wardrobe system adopted by the firm takes up little room, and is a great convenience to persons who desire to try on clothing. An immense amount of stock is displayed in glass cases, which serve as a screen for the wardrobe behind. Men's and boys' clothing also forms a distinct department, and the best ready-to-wear goods in all styles are found on the tables. In this department, too, goods are suitable to all classes of wear, and the fits are more perfect than the average made-to-order suit.

To conduct an establishment like the above requires some executive ability, and Mr. Brown has in the selection of the heads of the various departments, shown the same business wisdom and tact that have characterized his career. While giving every department his personal supervision, he is ably assisted by Mr. R. W. Higginbottom, sales manager and chief buyer, Mr. W. Argles, chief accountant, and Mr. A. P. Travers, advertising manager.

One of the factors of Mr. Brown's success is his aggressive advertising policy. He is a firm believer in, and a practical demonstrator of, the value of printers' ink, and it is largely to its use that he attributes his success. The amount expended in advertising runs in the neighborhood of \$29,000 a year. The sum looks large, but it pays. Through the advertising Mr. Brown makes known to the public what he can do for them, and when they call they find that he does exactly what he promises.



**VIOLATING FRUIT MARKS'****ACT.**

The Dominion Government is making a vigorous enforcement of the Fruit Marks' Act, and acting upon their vested authority, the Fruit Inspector at Montreal a few days ago condemned four carloads of apples from Colborne, Ont., and shipped on the steamship Ottawa to Liverpool. It is alleged that the apples were only half-grown, but were shipped as No. 1, and that the stamping of the apples as No. 1 was a violation of the Fruit Marks' Act.

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**FRUIT IN THE OSHAWA****DISTRICT.**

A recent issue of the Oshawa Vindicator says:—"There is no longer any reason to doubt that the fruit crop of the kinds grown in this climate will fall greatly below the average. Pears and plums will amount to almost nothing, certainly none for shipment. Apples are scarce on the trees, and some orchards are almost bare. What apples there are will be fair in quality, but not excellent. Buyers are flying round offering from \$1 to \$1.35 for grades No. 2 and 1, and are supplying barrels and doing the packing. Gathering the fruit off trees will be more expensive than for years past, the fruit is so scattered."

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**THE FRUIT PROSPECT.**

The fruit crop report for August, issued from the fruit division of the Department of Agriculture at Ottawa, shows conditions practically unchanged since July. When the report was made the apple crop was so far advanced that a fair estimate could be made, subject to the usual September wind storms. The southern Ontario (Lake Erie) district will give a very light crop of winter apples. Three-fourths of the orchards have reported a total failure in early and fall varieties. Lake Huron district and central counties east to York will give a light to medium crop, with very few more than enough for local use. Some fall apples will be available for shipping purposes. Lake Ontario district will show a medium crop of good fruit; Ben. Davis, Russets and Spys showing in a few cases a full crop. The early and fall apples are relatively a better crop than the winter fruit. British Columbia will be the only province giving a medium to full crop. The Dominion as a whole will produce about one-third as many apples as last year, but the fruit will be freer from scab, but somewhat more infected with codling moth. There is also a general consensus of opinion that the present favorable weather conditions and light crop will cause the apples now

on the trees to fill out much better than usual. It is also certain that much fruit that would be wasted in years of plenty will this year find its way to the market, so that the final result in barrels will be larger than present indications might otherwise justify.

With the exception of British Columbia, all districts show a light pear crop. No full crops are reported except in Keiffers, Bartletts and Clapps are better than later varieties.

Plums are reported a medium crop in the Niagara and Georgian Bay districts, with much uncertainty on account of rot and curculio. British Columbia is harvesting a very full crop of plums, that with a larger acreage would seriously affect the market. The Japans have been a good crop everywhere.

Early peaches have been a medium to full crop. The later peaches are a medium, and in some orchards a full crop in Niagara district, but almost a total failure in Essex and Kent. Kingsville and Leamington do not expect to ship any peaches this season to distant markets. The acreage everywhere has been so reduced by winter killing, San Jose scale and general neglect, that the aggregate of good late Canadian peaches placed on the market will be much below the average. This will lead probably to the importation of peaches from Michigan, where the crop is good.

Black rot is not nearly so prevalent as for the last two years. A full crop of grapes is almost assured.

A later report than the above received by the Ontario Agricultural Department states that the quality of many varieties of Ontario fruit will be notably excellent. The immense grape crop of the Niagara District, for instance, which last year suffered severely from a species of rot, will this year be entirely free from the disease, and the yield promises to have an unsurpassed excellence. The same applies to the other fruit crops of the district.

In Eastern Ontario the apples are splendid, excepting in a few localities, where the codling moth got in its work. Scab is more prevalent in the western portion of the Province, but farmers who sprayed their trees early in the summer are rejoicing in fine fruit.

Farmers in such localities will make more money out of their apple crop this year than ever before, one prime reason being that they have discovered a means of eluding the middleman. They have formed themselves into co-operative organizations, and have pooled their apple crops. They have employed agents to deal direct with dealers in the Canadian North-West, with the result that they have sold their entire yields at very high figures. Chatham, Forest, and Walkerton have particularly aggressive organizations of this character.

**"BREAKFAST FOODS."**

Prof. Harcourt, of the Guelph Agricultural College, speaking at a recent meeting of the Lincoln County Farmers' Institute, said with reference to the numerous breakfast foods on the market that the claim of some of the manufacturers that their breakfast foods are predigested is not true to any great extent. "The claims for many of these foods are not backed up by facts," said Professor Harcourt. "We could buy five or six times as much known energy-producing ingredients as we could with the price of one box of these breakfast foods."

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**SALMON PLENTIFUL.**

This is the fourth year when by a strange freak of nature the salmon run in British Columbia is heaviest. For three years the run is indifferent; then follows the big season. The run commenced July 15th, and the outlook is good. Mr. Æmilus Jarvis Sr., has returned from a long visit to the coast. He believes that the heavy run may be made an annual event by assisting nature, and in Government hatcheries he believes the solution lies. Thirty canneries which he inspected are doing well. From Fort Simpson to the west of Vancouver Island the fish were large and of good quality. They are not running too fast, which enables the canneries to keep up with the output. The traps are averaging 1,500 fish per day. Mr. Jarvis asserted that the Government should restock the streams. Artificial stimulation had proved its use in the Sacramento and Columbia Rivers.

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Reports from France state that the sardine fishery is a total failure.

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Sweden wants Canadian dried apples, but Canada has no dried apples to fill the demand.

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Trade and commerce reports from South Africa state that Canadian apples carefully selected and packed, can find a good market in that country.

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The Italian Government has notified the acting consul at Montreal of the appointment of a commercial delegate, who will look after the interests of Italian trade in the Dominion.

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Mr. Cantelon, of Clinton, known as the "Apple King," reports that the crop of apples in Huron County will not be more than a quarter crop. The only variety that will be of any account is the Northern Spy, and even it will not grade No. 1. Mr. Cantelon blames the rainy weather of June and the early part of July for the falling off in the yield in Huron.





WAREHOUSE OF H. E. BOND &amp; CO., WELLINGTON ST. WEST, TORONTO.



## CLOTHES THAT ARE MADE IN CANADA.

What a man wears, how he is clothed, and his neat appearance is of as much importance to him as what he eats. Neat fitting and well made clothes in this age of twentieth century progress are necessary, and the man who has regard for his appearance selects the best article of clothing he can procure, commensurate with his purse. While we agree with Bobbie Burns that, "'Tis na the coat that maks the mon," it is nevertheless true that the average man feels more able to cope with the strenuous battle of every-day life when well dressed, than if he presents a shabby or seedy appearance, no matter what his mental ability may be. All things being equal, it is the well dressed man who gets the position, and if he possesses good ordinary ability he holds it. But it requires the possession of some mental ability in order for a man to be well dressed. A suit of clothes that would look well on one man would make another look like a clown, consequently the contention that good dressing is allied to mental ability is one that is borne out in every day life.

Men of the old school, and many of the new, who follow in the footsteps of ancestry with an inborn tenacity unalterable as the traditional laws of the Medes and Persians, adhere to the idea that to be well dressed they must leave their measure with their tailor and have the clothes "fitted." Years ago, before factory-made, ready-to-wear clothing was produced in the up-to-date perfect fitting manner that it is to-day, this theory was practical. Now, however, the circumstances are reversed, and it is an expert cutter and tailor indeed who can compete with the clothing manufacturers who cater to the best trade.

These facts were very clearly demonstrated to a Journal representative a few days ago when a visit was made to the big clothing manufactory of H. E. Bond & Co., Limited, on West Wellington Street, Toronto, who make the well-known Piccadilly Brand of men's and boys' clothing, employing hundreds of skilled hands in the production. The space at the disposal of the Journal will not allow an adequate description of this industry, or a going into details. What was seen, however, was a revelation to the writer and an incentive to a resolution to henceforth wear Piccadilly clothing.

The present firm of H. E. Bond & Co. are successors to Lailey, Watson & Bond, having taken over the business about three years ago, with Mr. H. E. Bond, President; Mr. J. J. Doran, Vice-President, and Mr. W. M. Klingner, Secretary-Treasurer. The new firm introduced new ideas, and business was conducted on an aggressive policy—they made the article that the man wanted, and the retail dealer in turn, alive to his own inter-

ests, found in Piccadilly clothing the goods, the fit, and the satisfaction that his customers wanted. When the big fire occurred in April, 1904, the company suffered a severe loss. At that time their offices and sales rooms were at 51 and 53 Front Street West, and factory at 20 Bay Street. Both places were swept out of existence by the conflagration, but the indomitable energy of the members of the company arose to the occasion, and like the fabled phoenix, a greater industry has arisen from the ashes of the old. Immediately after the fire temporary premises were secured in Parkdale, and on the 1st of May this year the company was installed in its new premises at 58-64 West Wellington Street, an engraving of which is presented to Journal readers in this issue.

Piccadilly clothing is "made in Canada," but the goods from which it is made are imported from the British Isles. Mahoney's Irish serges come from Ireland, Scotch tweeds from Bannockburn and Kilmarnock, Scotland, English tweeds and worsteds from Leeds, Bradford, and Huddersfield, England. An experienced buyer visits these places twice every year and makes selections, and brings samples to Toronto. When the goods are received, they are subjected to a rigid inspection by experts; weight, shade, etc., is compared with samples, and only the perfect goods are accepted. It is very seldom, however, that the firm receives anything that is not perfect, as the Old Country manufacturers are fully aware that only first quality in all lines ordered can be shipped to H. E. Bond & Co. The amount paid to the Canadian customs every year by the firm is enormous, and a customs clerk whose duty it is to attend to this branch of the business is constantly employed.

In the manufacture of clothing every possible care is taken to secure perfection. Before the cloth goes to the cutter it is inspected by experts, and if the slightest flaw is discovered the goods are rejected.

The question is often asked, "How do you make such good fits without personal measure?" The Journal asked that question of Mr. Doran. He smiled and said, "We have a perfect system which I cannot explain to you, but we fit any man, unless he is deformed or abnormally developed." Suiting action to the word garments were tried and the fit found faultless. In this connection, Mr. John Cummings, Jr., the designer, previously in one of the largest clothing houses in the United States, wields the talisman which makes the fits perfect. Cutting, making, and everything connected with the production of a suit of clothes is done on the most perfect system, so perfect that a misfit or mistake is impossible. Machines are electrically driven, labor is reduced to a minimum, the premises are constructed with a view to sanitation and convenience.

The business offices are large, well

## BANK OF HAMILTON

HEAD OFFICE

*Hamilton, Ont., Canada.*

Commercial credits issued  
to Retail Merchants for use  
in Europe and in all foreign  
countries.

lighted and furnished with a view to comfort and convenience. The sample-room has plenty of light, and arranged in a manner that allows the display of goods to the best advantage. Plenty of room, plenty of light, and an abundance of goods.

There was so much to see on the premises that it is impossible in this brief article to do justice in a description, but the Journal asks its readers among the retailers who are in the clothing business to visit the establishment, and we can assure them the most courteous treatment.

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### MAKE GOOD.

Promises sound well, but to "make good" is far better. Making good is the only thing that counts in the business world, says the Grocers' Criterion.

Do you tell your customers any old thing you happen to think will please them when you know you are not going to make good on it? If you do, it's awfully poor policy. It's a game at which you are certain to be the loser. You may win for awhile, but your finish is in sight.

What the public nowadays wants is merchants who possess the ability to "deliver the goods" and who will not promise delivery unless they mean to make good on it.

Retailers should do every time all that they promise to do. This should be a merchant's policy both in the store and out of it, and by out we mean in his advertising, for there's nothing that will "queer" a store as quickly as to get the reputation for putting out lying advertising.

When your advertisements are written in glowing terms, make good; when you promise customers a big saving on their purchases, make good; in short, make it a rule to always make good on everything connected with your business.

By so doing you will make good in the struggle for success.

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J. J. Donohue, a Windsor tailor, has made an assignment.



# ATLANTIC SOAP CO. LIMITED

## SOAP MANUFACTURERS



OFFICE AND WORKS:

74-78 Don Esplanade Street  
TORONTO

OUR SPECIALTY

## Marie Antoinette Castile

Toilets

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Pale Fig Soft Soap

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# ONTARIO SUGAR CO.,

LIMITED

BERLIN, ONTARIO

Manufacturers of

## Extra Standard Granulated Sugar

ANALYSIS PROVES that Sugar made from CANADIAN  
BEETS has the same properties as that made from foreign Cane

TRY IT AND SATISFY YOURSELF



### PROBABILITY OF COAL STRIKE.

John Mitchell, President of the United Mine Workers of America, while in Philadelphia a few days ago referred to the situation in the anthracite mining region. Mr. Mitchell made no secret of his intention to back up with his influence the demands for the recognition of the union and an eight-hour day.

"I can only repeat," said he, "what I said in my Tamaqui speech, that it is my firm conviction that lasting peace in the hard coal fields can only be had through the recognition of the union and an eight-hour work-day." An official of the Lehigh Valley Coal Co. said:

"The demand of President Mitchell for an eight-hour day may seem to the public not too onerous for the companies to grant, in view of the fact that miners on contract never work more than eight hours. As a matter of fact, however, it would involve the addition of three-quarters of a day's pay every week to all the employees at the mines with the exception of contract miners who are a relatively unimportant factor.

"It would involve between \$5,000,000 and \$6,000,000 in additional wages every year, and would make absolutely necessary an increase in the price of coal, if mining is to be continued at a profit.

"Recognition of the union would absolutely crush out the non-unionists and compel a large body of men who have heretofore been loyal to the operators, either to join Mr. Mitchell's organization or quit the region. The operators could not afford to treat these men this way."

The New York American, commenting on the situation, says: "A gigantic strike of 150,000 anthracite coal miners next spring is believed to be inevitable.

"The declaration of John Mitchell, President of the United Mine Workers of America, Sunday to a gathering of 8,000 miners in Tamaqua, Pa., that he will, upon the expiration, April 1st, of the agreement under which the miners are now working, insist upon an eight-hour day and recognition of the union, leads to the conclusion that there is to be war in the whole anthracite field.

"Men familiar with conditions in the coal region think this is the first gun in a battle that will end in another strike.

"I never met John Mitchell," says G. A. Richardson, Second Vice-President of the Erie Railroad, who has charge of the coal business of that company, "but I have been told that he is a shrewd and courageous man. I do not believe he wants a strike, but the statements he is making in his speeches have already inflamed the miners and they are talking strike."

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Over 25,000 immigrants have arrived in Canada so far this year.

### BARON BAER'S "BREAK."

"Cain was the first striker, and he killed Abel because Abel was the more prosperous fellow," said George F. Baer, the great coal and railway man to a Denver interviewer. Mr. Baer was asked if he had any idea how strikes would be settled in the future.

"No, nor has anybody else," returned Mr. Baer. "Strikes began with Genesis. They originated at the beginning of the world." Then he made the remark about Cain.

"Writers on the subject of strikes, in the magazines, books, and newspapers, had no actual experience, or they would not be so ready to propose the settlement of strikes. They are dreamers. Strikes are susceptible of settlement only upon such basis as the circumstances and conditions involved in them dictate.

"Men who have no practical knowledge of the subject are idealists. Their theories are worthless."

Mr. Baer declared that the open shop system was the only guarantee for industrial peace and prosperity.

Mr. Baer denied that he said during the last anthracite strike that he was "the man into whose hands God in His infinite wisdom has placed the anthracite coal fields." He said he never dreamed of saying such a thing.

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### ONE ON "THE MENZIE LINE."

A story is going the rounds of Capt. R. E. Menzie, of the R.C.Y.C. fleet, who is interested in the well-known wall-paper mill located at New Toronto, which bears his name, and the products of which are widely advertised as "The Menzie Line."

Capt. Menzie is an ardent follower of the water during the summer months, and takes great pride and pleasure in his trim steam yacht, the "Oriana."

Recently with a gay party on board they put out from the city docks and moored off the Club House to watch the great Durnan-Sullivan sculling contest. While there one of the small boats, a four-oared racing machine, was upset, and one of the men in the water, found himself separated from his upturned craft, with the distance increasing in spite of his vigorous efforts. He was "all in," when one of the party aboard the "Oriana" cast him a life-buoy, which proved a fortunate thing for the young fellow, as he utterly collapsed when being pulled out of the water.

After working with him for some time he was brought round and the excitement subsided. Then it was that one of the "original ones" rose to remark that they had merely cast him a "Menzie line." Needless to say, the joke was immensely appreciated by those acquainted with the advertising methods of the company.

But joking aside—dealers who take hold of the "Menzie Line"—of wall-

papers will find it an admirable support to their business a "life-buoy indeed." Their "line" for season 1906 surpasses the best productions of the best Canadian mills, and contains many strong features. If a man is desirous of "buoying up" his business, and is depending for success upon up-to-date goods of reliable quality and genuine merit, he should write those people to cast him a "Menzie Line" of samples before placing his fall order.

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### JOHN BURNS, M.P.

On his recent visit to Toronto, Mr. Burns, the prominent labor leader of Great Britain, speaking on the duties of good citizenship, said that in Canada he found all the potentialities for greatness, and he was satisfied that by leading an honorable, industrious, incorruptible life in politics, in municipalism, in business, and in the home, Canada would achieve the great objects towards which it was progressing, and if Canadians ever needed friends they would find them in Great Britain.

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### A GOOD SUGGESTION.

Deseronto, Ont.

To the Editor of "The Journal."

Dear Sir,—I have always received and read our official organ with a great deal of pleasure. I am more than pleased to see it improving so rapidly and dealing with the retail problems in such a practical manner. We are certainly to be congratulated on the growth of our Association, and everything seems to be coming our way. There can be no reason whatever now why every retail merchant in Canada should not be a member. I did what I could to assist in the great work we have accomplished in abolishing trading stamps. I interviewed our Legislative member, and he promised to support the measure. If we only all work together there is no reason why we cannot get anything we want that is fair and reasonable. I think our Association should try to have our municipal elections held at a time more convenient for us to take a more active part in. Christmas is a very busy season, and all retail merchants are too busy to give these important matters the consideration they deserve, and the consequence is there are not as many business men in the Municipal Councils as there should be. I think the elections should be held in Ontario the same as they are in Quebec, about the first of February or March.

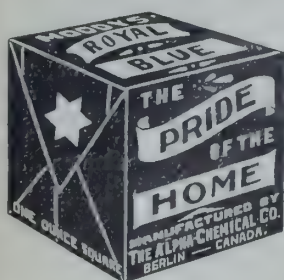
Wishing you continued success in the good work,

I remain,

Yours sincerely,

P. SLAVIN.

Dry goods merchant, Deseronto.

**MADE IN CANADA**

BY THE

**ALPHA CHEMICAL CO.**

BERLIN, ONT.



For Sale by all Leading Wholesale Houses.

## The "Victoria" Shoe The "Canadian Beauty" The "Albert" Shoe

Three Registered Brands of Shoes  
produced by

**VICTORIA SHOE CO.,**  
TORONTO, LIMITED

They are the best sellers.

They are the best wearers.

They are money makers for the retailer

They have stood the test and given satisfaction to every customer.

# FUR LININGS

NATURAL, BLACK, RUSSIAN, RAT, BROWN,  
CANADIAN MINK, JAP MINK, ETC.

## Coon and Fur Lined Coats

# FUR SKINS

OTTERS, PERSIANS, MINK, ETC.

**JOHN MCKAY, 151-155 Brock, KINGSTON**

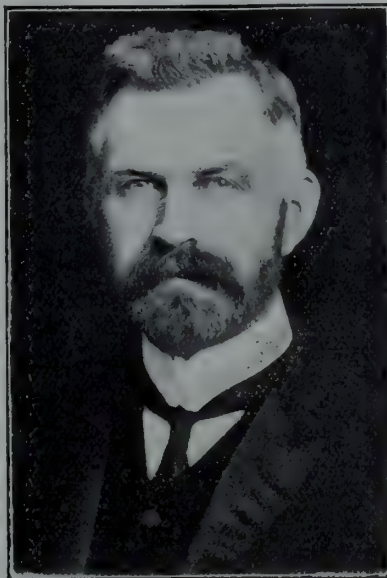


## THE PETERBORO CEREAL CO.

The city of Peterborough within the last few years has made for itself a famous name. Endowed by nature with one of the finest water-powers in Canada, it remained for wide-awake progressive men to harness this great force. The proof of how ably this has been done is evidenced by the list of important industries claiming Peterborough as their home. To speak of "electricity" in Canada conveys to the average mind associate ideas of Peterborough. Scarcely a dynamo or motor in use in Canada to-day but bears the stamp of "Canadian General Electric Co., Peterborough." The householder groaning under burdens of a lighting monopoly ruefully compares his price with that of this city, "One dollar per year for 16-c.p. lamps."

This special electrical development under able management has produced such abundance of power that for manufacturing purposes \$20 per

To know how this famous food is prepared assists us very much in the enjoyment we take in eating it. To see the cleanly method of manufacture, the adherence to scientific



VICE-PRESIDENT, ADAM HALL,  
Peterboro' Cereal Co.

sterilization in every step, the care shown in every department to prevent the slightest contamination of the food, gives us a feeling of perfect security with this portion of the menu. The word "pure" applied to food then assumes new meaning. "Canada Flakes" is pure—absolutely pure. Automatic machinery does nearly everything. From the golden grain to the package form, no human hand touches Canada Flakes. The basis of the goods is Manitoba wheat. After an elaborate system of cleansing, scouring and brushing the wheat is washed thoroughly and then cooked in large sealed tanks under steam pressure. This insures a perfect cooking of every atom of the wheat starch and allows the escape of nothing good. After a few hours of "cooling," a secret mixture of malt extract, maple syrup and other healthful and appetizing ingredients is added, and the wheat passes through great steel rolls and assumes the form of flakes.

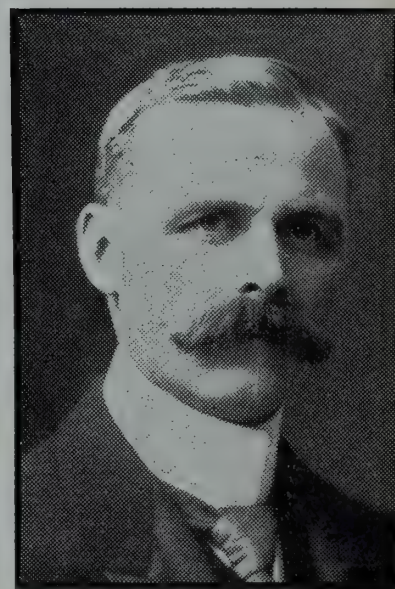
The oven used in the desiccating and toasting of these flakes is of very elaborate construction. The huge iron frame work looms up like a small house, while within it great steel belts convey the food back and forth until the flakes are perfectly dry, and then over a set of innumerable gas jets until toasted to a delicious crispness. The food is now ready for the package.

Altogether the process occupies some 48 hours, and the grain travels about two miles. And throughout all this journey the fact that no human hand touches it, and that everything is automatic produces a delightful surprise. No wonder that "Canada Flakes" is called "The Food of

Quality and Quantity." The special feature of the 15c. package and the purity of the food is emphasized by the pet rhyme of the company;

"Just a little bigger than the rest,  
"Just a little better than the best."  
To know the "man behind the gun" adds interest, and so we take great pleasure in presenting to our readers the men who manage the Peterborough Cereal Co.

W. H. Meldrum, Managing Director, has been identified with the grain and milling business for many years. His special training in this line cannot but prove of great assistance to the company now under his direction. Among many other important positions in the business world, he occupies that of Manager of the Otonabee Power Co. His integrity of character and keen business acumen place him in an enviable position in the esteem of all who know him and certainly have done much to popularize the Peterborough Cereal Co.

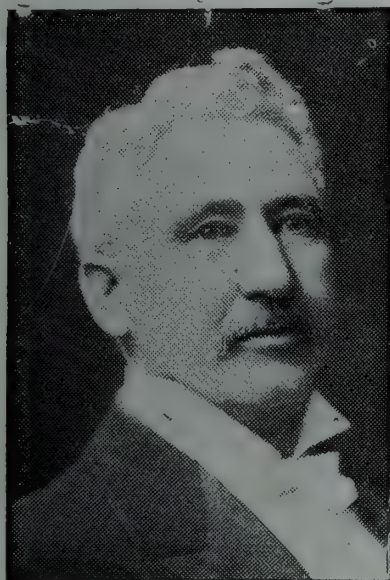


1ST VICE-PRESIDENT, R. R. HALL, M.P.,  
Peterboro' Cereal Co.

Adam Hall, Vice-President and Director, holds a long record of successful business management in various industries. As Manager of the Canadian Cordage Co., whose products are known in every town in Canada, his ability is demonstrated in the fine results attained in the face of particularly keen competition.

R. R. Hall, M.P., Vice-President and Director, stands at the legal helm to pilot the company over the many shoals encountered by every extensive manufacturing business. His prowess in the tournament of brain fights has been amply demonstrated in Parliament as well as in the midst of the proverbial "gown-and-wigs."

In Mr. W. G. Ferguson, the President, the company receives the benefit of an experienced "canny Scot." His genial face is considered partly the outcome of continued success. Con-



MANAGING-DIRECTOR, W. H. MELDRUM,  
Peterboro' Cereal Co.

horse-power for one year is now a maximum figure. A glance at the list of expenses incidental to the operation of a large factory under steam shows a saving by Peterborough's electricity of thousands of dollars. This cheap power is undoubtedly the cause of the rapid growth of the various industries in this new city. And this is why it is generally admitted that the possible low manufacturing cost in Peterborough permits of a controlling factor in competition anywhere.

Under such favorable condition of exceptionally cheap power, accentuated by the fact that the practical ownership of one of the electrical companies rests with them, the Peterborough Cereal Co., Limited, produces "Canada Flakes." This explains how it is possible to market the big 15c. package and still permit of a fair margin of profit.





"Just a little BIGGER than the rest

Just a little BETTER than the BEST"

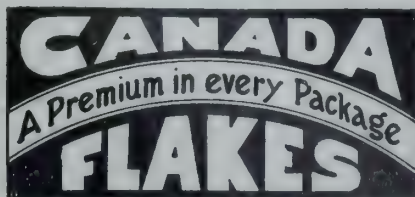
Nothing can be more healthful than Canada Flakes with its Barley Malt and Maple Syrup, its crispy snappy flakes that hustle the gastric juices to assist digestion. No over-heated blood with pimples and eruptions result from such wheat food.



In Canada Flakes you receive all of the wheat in such a form as can be properly digested and all of the good assimilated.

Package is one-third larger than any other and sells for same money.

No wonder it has a phenomenal sale.



## *Magnetize the Public*

The magnet which will bring you new trade and hold the present one is BRANTFORD PREPARED CORN STARCH.

You can afford to give it good space in your store and window display, because people know what it is and will go out of their way to buy it when they find you carry it in stock.

It is well advertised and you are safe in recommending it as the best product of its class.

Our success has been achieved by making articles of the highest quality; yours is equally assured in selling them.

## *Brantford Prepared Corn Starch*

is so popular because it is thoroughly good and wholesome, makes delicious desserts and especially tickles the palates of the little ones.

The receipts printed on every package are practical and are highly prized by all cooks who have given them a trial.

You can test it in your own household—in fact you should do so anyway, for your family's sake and for the excellent talking points a knowledge of its merits will give you.

### *Please Remember*

that your profit in selling BRANTFORD PREPARED CORN STARCH is as large as that on any brand and that your customer has to pay no more.

Your first order is desired because it will initiate long and pleasant dealings between us.

## *Brantford Starch Works*

*Brantford, Canada*

*Limited*



nected with many corporations in important positions, his counsel and advice have had no small share in producing the desired dividends. His name adds lustre to the stability of management of the Peterborough Cereal Co., and assures progressive methods.

The Secretary is Wesley H. Collier, B.A., M.E.E. For several years he was the chief draughtsman of the Canadian General Electric Co., and there acquired a practical knowledge of machinery of every description, which has borne fruit in several important improvements in cereal machinery. His patents have aided materially in reducing the expense, while at the same time producing a more perfect product. The manufacture of "Canada Flakes" receives his personal supervision throughout, and the excellence of the food attests the ability and untiring zeal of Mr. Collier.

Associated with the Peterborough Cereal Co. is Mr. J. D. Bourdeau, the famous food expert of America. It is a matter of considerable interest to know that Mr. Bourdeau has invented a greater number of prepared foods than any other man in the world. He might properly be styled "The Founder of Breakfast Foods." Such well-known foods as Malta-Vita, Force, Orange Meat, etc., have been produced under the identical patents of Mr. Bourdeau, or with some alterations thereto. Constantly experimenting, he has succeeded in discovering many improved methods of manufacture of this style of food. The benefits of his latest improvements were unreservedly placed at the disposal of Mr. Collier in the elaboration of the process used for

"Flakes" comes nearest to his ideal of a ready-to-serve cereal food, possessing the crispiest, largest, and most tasty flakes. For so young a man, Mr. Bourdeau has a long record of notable achievements, and his connection now with the Peterborough Cereal Co., affords that concern expert knowledge of a rare degree.

Modesty alone prevented the appearance in these pages of the faces of Mr. Herbert B. Collier, the Sales Manager, and Mr. Albert N. Reay, the Eastern Manager. The wonderful success of "Canada Flakes," in but its initial stages, bears tribute to the ability of Mr. Collier as an advertising specialist and sales manager. To produce such extensive sales with a new food is certainly very complimentary to Mr. Collier and his staff.

Mr. Reay was formerly Manager of the Canadian branch of the Force Food Company, and made a very

conclusive that the brightest prospects are before the company. The main products of the firm now consist of "Canada Flakes," with "Mikado" and other flours of well-known repu-



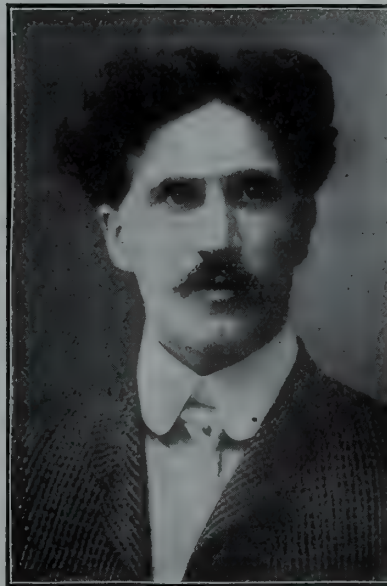
J. B. BOURDEAU,  
Peterboro' Cereal Co.

tation. To these will soon be added a line of shredded vegetables, potatoes, beans, peas, etc., under the patents of J. D. Bourdeau, the noted food expert. An export business to England has already begun. With proper development, this feature will eventually make the company one of the largest in Canada.

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#### FREIGHT RATES FOR CEREAL CO.

The Board of Railway Commissioners has been unable to accede to the request of the American Cereal Co. for the establishment of a basis of freight rates on lake grain originating in Chicago, Milwaukee, and Duluth, Fort William, and Port Arthur, by way of Georgian Bay, to be milled at the company's mills at Peterboro and then shipped via the ports of Montreal, Portland, Boston, or west of St. John, that should not exceed the grain rate from these Upper Lake ports to the Atlantic seaboard. The Cereal Co. will, however, get the advantage of the reduction in railway freights from their mills to the seaboard, that the Board has granted at the request of the Dominion Millers' Association. The plea of the American Cereal Co. is that it has to meet the competition of mills situated at the seaboard, and that the latter get their grain from the Upper Lakes at from 4 to 6 cents per 100 lbs., whilst it costs the Peterboro concern 12½¢. to get their milled product to the ocean ports.



SECRETARY, W. H. COLLIER, B.A., M.E.E.  
Peterboro' Cereal Co.

enviable reputation for himself in that position. Every wholesale grocer in Canada knows Mr. Reay personally, and recognizes that to him much credit must be attributed for the success of "Sunny Jim's" favorite food in Canada. Mr. Reay believes that "Canada Flakes" is bound to be the leading seller in whatever country it is placed, because the food possesses exceptional qualities that appeal to the customer. He brings to the already very able staff of the Peterborough Cereal Co., a record that means much to its strength. The Eastern provinces will soon see "Canada Flakes" in abundance, under his charge.

With a capital of \$250,000, half of which is seven per cent. preferred stock, the Peterborough Cereal Co. began operations with very strong finances. Under the management and direction of such a group of men, all of experience and proven ability, it is



SIDENT, W. G. FERGUSON,  
Peterboro' Cereal Co.

"Canada Flakes." His assistance has been of unlimited value, and is evidenced by several of the special features of excellence of "Canada Flakes." He considers that "Canada

# GROCERS : Your Attention is Called to "SAP-O-REN-O"

(REGISTERED TRADE MARK)

**"IT EVAPORATES."**

BY SUPPLYING YOUR CUSTOMERS WITH **SAP-O-REN-O** YOU ARE MAKING FRIENDS; AND EVERY FRIEND WHO BUYS, MAKES YOU MONEY. **SAP-O-REN-O** GIVES YOU A PROFIT LARGER THAN ANY OTHER ARTICLE YOU HANDLE. IF OUR TRAVELLER HAS NOT CALLED, WRITE US FOR PRICES. **SAP-O-REN-O** MIGHT BE A NEW ARTICLE TO YOU, BUT IT HAS BEEN TESTED FOR A NUMBER OF YEARS, AND DOES WHAT THE MANUFACTURERS CLAIM FOR IT. GIVE IT A TRIAL. WRITE AND OUR TRAVELLER WILL CALL.   ..   ..   ..   ..

## The C. C. HUFFMAN CO., Limited

MAIN FACTORY and LABORATORY:—73-81 ADELAIDE ST. WEST, TORONTO, CAN.

BRANCHES:

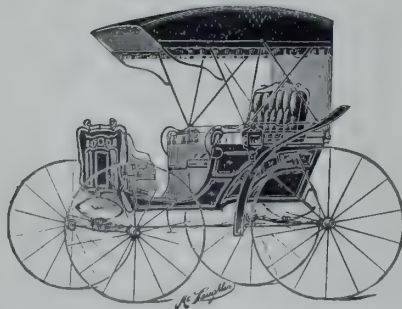
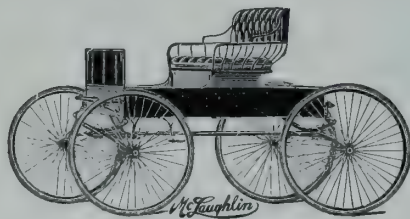
VANCOUVER, B.C.

WINNIPEG, Man.

MONTREAL, Que.

ST. JOHN, N.B.

## THE LINE THAT LEADS McLAUGHLIN VEHICLES



Rubber Tired Jobs of all kinds a Specialty with us.  
Over 100 varieties vehicles from which to make your selection.  
Every rig fully guaranteed. All one grade only and that the best.

Catalog free to intending purchasers.

**McLAUGHLIN CARRIAGE CO., LTD.,**  
OSHAWA, ONTARIO.

## MAPLE LEAF RUBBERS



**THE MOST FASHIONABLE,  
COMFORTABLE AND  
RELIABLE RUBBERS MADE**



## ALPHA CHEMICAL CO.

The above is the name of one of Berlin's thriving industries, whose goods are handled by all the leading dealers in the country. The company manufactures Moody's Quick-Shine Stove Polish, Moody's Reliable Shoe Dressing, Moody's Royal Laundry Blue, Moody's Klenzine Powdered Household Ammonia, Moody's Half-Time Shoe Polish (the best in the world), Moody's Borax, Chloride of Lime, Powdered Lye, etc. These lines are carried by all the leading wholesale houses of Canada; they are in large demand among the consumers; they are made in Canada, and they are profitable goods for the retail merchant to handle.

way by Hon. L. P. Brodeur, Minister of Inland Revenue. For some time past the Department has had special agents on the road collecting samples of foodstuffs and sending them to Ottawa, where they are analyzed by Mr. McGill, temporarily at the head of the Government laboratory, vice Mr. McFarlane, absent on sick leave.

As a result it has been found that over a fourth of the samples analyzed have been found to be adulterated, the artfully introduced foreign matter varying from 25 per cent. to as high as 75 per cent. Most of the adulterants were not actually poisonous, although some were of a decidedly virulent nature.

One of the favorite substitutions was the use of glucose for sugar—

stances to contain almost anything imaginable but spice; rottenstone again being the favorite dilutant.

As is generally suspected, the maple syrup samples examined were generally found to consist of nicely prepared mixtures of cane sugar and glucose, with just sufficient of the real tree juice to give a faint recollection of the real article.

The preservatives were mostly used with meats and canned goods.

But the most dangerous cheat of all was found in the copious adulteration of drugs, which, of all things, should be guaranteed pure. While many of the solids were found to be disgracefully mixed with cheap and useless things, the most villainous form of dishonesty is exhibited in the use of



WORKS OF THE ALPHA CHEMICAL CO., BERLIN.

The company commenced business in Berlin in 1890. Careful management, the production of a good article, and a system of judicious advertising were factors which brought a steady increase of business, and now the establishment is the largest of its kind in Canada.

\*\*\*

## FOOD ADULTERATION.

Upwards of 25 per cent. of the prepared foodstuffs sold to Canadians are adulterated.

This will come as a surprise to citizen of a country like Canada, where food is so plentiful and cheap that most of the people imagine adulteration would scarcely be worth the trouble.

Nevertheless this is the result of an investigation recently set under

and while glucose is cheap, many doctors declare that it is deleterious, especially for children.

Jams and jellies were found to contain large quantities of this sweetening, which with apple pulp in due quantities and the adventitious aid of coal tar dyes could easily be made to represent any particular brand of jam or jelly the public taste desired.

Preservatives, such as formaline, salicylic acid, etc., were also found to be used in large quantities.

Perhaps the most barefaced form of adulteration was with pepper, many samples of which were found to contain energetic admixtures of the spicy rottenstone, neatly ground up. This is probably the grade of pepper that freshens eggs in cheap eating houses, and the mixture probably explains the reckless quantities used by hardened boarders.

Spices were also found in many in-

wood alcohol, instead of the genuine wine spirit of the pharmacopoeia. This is simply a virulent poison, as any chemist knows, and so high an authority as Dr. T. Buller recently declared in a pamphlet that its consumption often produced total blindness.

The Adulteration Act provides severe penalties, up to and even over \$100 for such offences, and the Department has already enforced these in a number of instances. Very properly a much higher penalty is provided for the sale of adulterated drugs. Mr. Brodeur states that the Department is decidedly stirred up at the unexpected revelations of criminal adulteration of food, and is preparing to make things decidedly warm for every wrong-doer. The law provides that the person selling the goods is liable for the punishment if they are not as represented.



**HELLO,  
THERE!**



## **BROOMS BROOMS BROOMS**

We are in the race with Brooms and Whisks good as the best—second to none.

Trade supplied on shortest notice.  
Always ready for business.

**John H. Gilliam**

**25 Afton Ave., Toronto, Ont.**

Reasonable Prices. Thorough Work  
Estimates Furnished.

## **THE ROBINSON WINDOW CLEANING CO.**

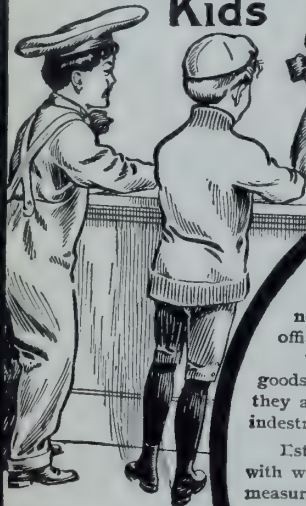
**23 SCOTT STREET**

PACIFIC BLDG., ROOM 3

Windows Cleaned, Storm Sash put up and taken down, Floors Scrubbed, Oiled and Waxed. We make a specialty of caring for public buildings, offices, etc. Terms for service on application.

**Telephone Main 4398**

## **The Classik Kids**



Are welcome visitors wherever Galt Classik Ceilings and Panels have been used for interior decoration.

A pleasing and harmonious effect that can not be obtained in any other way, is given to an office, public building or room fitted with them.

There is no danger from fire where these steel goods are used; their acoustic properties are of the finest; they are perfectly sanitary, economical and practically indestructible.

Estimate of cost of applying to any room or building with working details, furnished free if rough plan and measurements are sent to Galt Art Metal Co., Limited, Galt-

## **Galt Classik Ceilings**

## **The Aeme Supply Co.**

60½ ADELAIDE ST. E.  
TORONTO

All materials for wood burning.  
White Basswood blanks for wood burners.

Designs for match holders, racks, etc., ready for use.  
Burning outfits supplied.

Wood stains and finishing gloss in all colors.

Retailers now is your time!  
Write us and save 25% duty

# **COAL BAGS**

Get our prices before purchasing  
Waterproof Covers, Awnings,  
Tents and Flags. Tents to Rent.

**RAYMOND BROS.,**

172 KING ST.  
PHONE 1748. LONDON, ONT.

# **YORK METAL POLISH.**

Liquid or Paste

**QUICKEST-CLEANEST-BEST**

Sample Show Cards, Circulars,  
Given Free with Every Order.

SEND FOR SAMPLES, PRICES, ETC., TO

**ANGLO-CANADIAN  
SUPPLY COMPANY,**

3 Wellington St. E., TORONTO

## **HALPERN BROS.**

**SODA WATER MANUFACTURERS**

All flavors of Pure Carbonated Beverages. Orders promptly attended to and delivered to all parts of the city.

**86-88 LOUISA ST., - TORONTO**

**BERNARD CAIRNS**  
Leader in  
**RUBBER STAMPS**  
MONOGRAMS, SEALS,  
STENCILS, Etc.  
23 ADELAIDE ST. W. TORONTO  
Awarded Diploma at Toronto

## **PATENTS PROMPTLY SECURED**

We solicit the business of Manufacturers, Engineers and others who realize the advisability of having their Patent business transacted by Experts. Preliminary advice free. Charges moderate. **Our Inventors' Help**, 125 pages, sent upon request. Marion & Marion, New York Life Bldg Montreal; and Washington, D.C., U.S.A.



**SATURDAY NIGHT SHOPPING.**

An exchange has the following sensible remarks on the above subject:—

The attention of citizens has often been called to the advisability and thoughtfulness of early shopping—especially on Saturday nights. There is no excuse for late shopping whatever, and the practice imposes a great deal of hardship on the clerks and proprietors. It is just as easy to nine-tenths of those who go down on Saturday night to make their purchases before nine o'clock, as it is to walk around an hour or two chattering with friends, and then set out to do their trading. Little wonder it is that after being on their feet from fifteen to seventeen hours clerks are not in a fit condition to enjoy the quiet of the Sabbath, and absent themselves from church. The fault lies directly with the people, and there is no reason why it cannot be remedied. Let each householder do his or her part in seeing that as little is bought on Saturday night as possible. This will minimize the evil complained of. It is a duty all owe to themselves and to others to join in the movement of early shopping on Saturdays, and thus enable those who are shut up in stores to be released from duty at a reasonably early hour. To shop late only indicates selfishness, lack of foresight, and indifference, and can be defended on no other ground than the plea of either indolence or forgetfulness.

\*\*\*

**THE ART OF SAMPLING.**

It is remarkable the results which will accrue by judicious sampling of a given district. First and foremost the storekeeper must be certain of his article. It should be the best of its kind, no second grade goods. The giving of a poor article will kill trade, not make it. Second: It should be neatly and attractively gotten up. The first impression is the lasting one. Given an attractive sample, the recipient expects a good thing—the first move in the direction of success. Third: Do not fail to have the name, address, and price clearly upon it.

\*\*\*

**MARVELS OF MODERN BUTCHERING.**

Describing a large slaughtering establishment in the United States, where beasts are killed at the rate of 225 an hour, Seymour Bell, the British Commercial Agent at Washington, says:—"The animals are felled, skinned, cut up and hung in the cooling room in thirty-nine minutes, and are handled by twenty men during that time. Hogs are killed at the rate of 550 an hour. They are handled by 125 men in thirty-two minutes. Sheep are killed at 620 an hour, the slaughtering and dressing occupying about thirty-four minutes."

**ADULTERATION IN CIGARS.**

The feathery white ash, which in its cohesion and whiteness is indicative of the good cigar, yields potash, soda, magnesia, lime, phosphoric acid, sulphuric acid, silica, and chlorine. This as to a good cigar; as to a poor cigar, here is the list from an English Parliamentary report on adulterations in tobacco: sugar, alum, flour or meal, rhubarb leaves, saltpeter, fuller's earth, starch, malt, commings, chromate of lead, peat moss, molasses, burdock leaves, common salt, endive leaves, lampblack, gum, red dye, a black dye composed of vegetable red, iron, and licorice, scraps of newspaper, cinnamon stick, cabbage leaves, and straw brown paper.

\*\*\*

**SUNDAY CIGAR SELLING.**

In the police court at London, Ont., on August 4th, the magistrate gave judgment in a case of interest to every hotel-keeper in the Province. Wm. Burrows, a clerk at the Metropolitan Hotel, was charged with a breach of the Lord's Day Act by selling cigars on Sunday, and a fine of \$1 was imposed. The magistrate held that the selling of tobacco was not incidental to the hotel business, and said it would not be fair to allow saloon-keepers to sell cigars on Sunday when ordinary tobacconists are barred.

\*\*\*

**SMUGGLING CIGARS.**

A novelty in the way of seizing smuggled goods has been inaugurated by the Canadian Pacific Steamship Line, which, on board of its own steamer, Montezuma, seized thirty-eight hundred smuggled cigars. The company has suffered from Customs' seizures made on board of the boats running to London and Antwerp, the Belgian members of its crews smuggling in large lots of cigars and cigarettes, and have taken this means of stopping the practice. The men will be punished.

\*\*\*

**HIGH-CLASS CONFECTIONERY.**

Attention is directed to the advertisement in this issue of The Stewart Company, Limited, Toronto, manufacturers of high-class confectionery, chocolates and bon-bons. The business, which was formerly carried on by The A. Stewart Company, Limited, has been re-organized, and a strong company formed, with Mr. L. J. Applegarth, President, and W. P. Robinson, Secretary. The company is doing a very large and satisfactory trade. The quality of the goods produced is of the highest order. The utmost care being taken to maintain a high standard. Sales are increasing very rapidly, and an era of prosperity is evidently before the company.

# Cowan's Perfection Cocoa

(Maple-Leaf Label)

*Absolutely Pure. Double  
the strength of other Cocos  
costs less than half a cent  
per cup.*

*Cowan's Chocolate,  
Cake Icings, Etc.*

The

*Cowan Co., Ltd.  
TORONTO.*

**INFORMATION WANTED.**

Any of our readers who know the addresses of the following persons will confer a favor by sending the information to our head office.

Address, E. M. TROWERN,  
21 Richmond St. West,  
Toronto, Canada.

CHARLES NEWMAN—About 33 years old; married; motorman. Left Preston March, 1905.

L. W. PARKER—Tinsmith; single; about 24 years old; worked in Preston during July, 1905.

CHAS. SANFORD—About 50 years; married; moulder. Lived in Galt during 1900.

P. MOYLAN—Blacksmith; late of Bell Street, Toronto.

C. WILKINSON—Late of Waterloo Terrace, Toronto.

MRS. M. BAILEY—Boarding house-keeper; late of Wilton Avenue, Toronto.

MR. DUGGAN—Presser; late of Ann Street, Toronto.

B. P. ALEXANDER—Real estate agent; late Bay Street, Toronto.

WM. GALT—Traveller; late of 601 Ontario Street, Toronto.

J. C. HORLEY—Restaurant-keeper; late of York Street, Toronto.

JOHN MCINTYRE—Late of Bolton Avenue, Toronto.

S. A. CALDWELL—Boot and shoe clerk; late of Toronto.

H. PRIEST—Boarding house-keeper; late of Mutual Street, Toronto.

## Hamburg Felt Boot Co.

New Hamburg, Ont. Limited

### HIGH GRADE FOOTWEAR

We manufacture all kinds of  
**Felt Boots and  
Shoes and All-  
Wool Lumber-  
men's Knitted  
and Felt Socks**

ABSOLUTE SATISFAC-  
TION in knowing that when  
you buy the HAMBURG Felt  
Boots you have the BEST  
GOODS MADE . . . . .

Write us for samples and prices. We have JUST WHAT  
YOU HAVE BEEN LOOKING FOR. We sell direct  
from our factory, and give you PROMPT SHIPMENT.

## The Erie Tobacco Co.

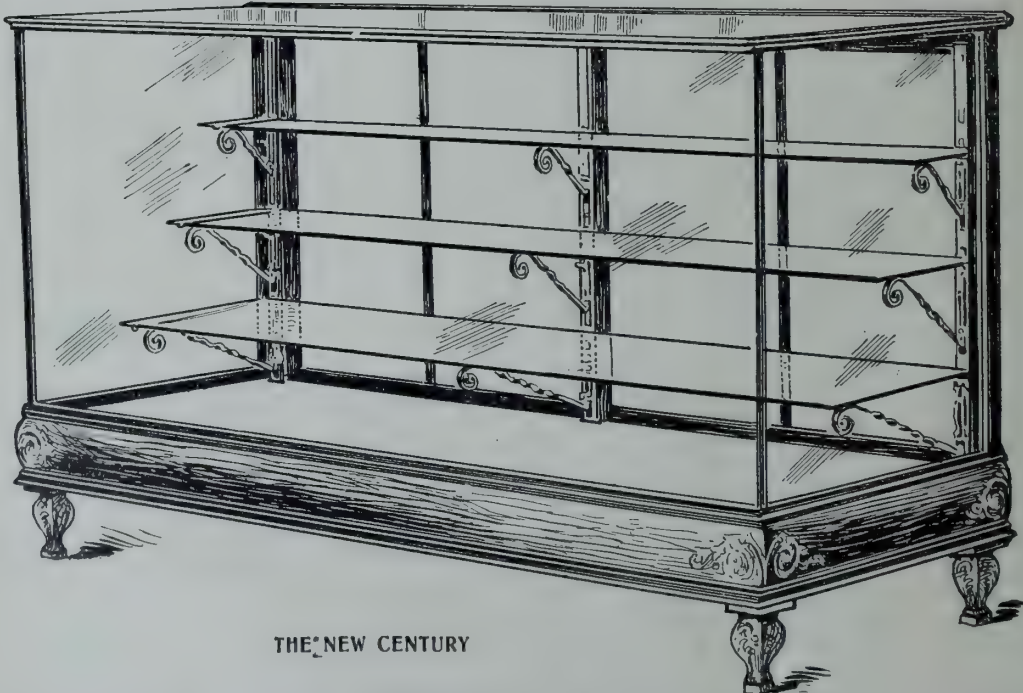
LIMITED

WINDSOR, Ont.



MANUFACTURERS OF

**Queen's Navy Plug Chewing and  
Queen's Navy Cut Plug Smoking.**



THE NEW CENTURY

# SHOW CASES



WRITE FOR CATALOGUE

**JONES BROS. & CO., Limited**

29-31 ADELAIDE ST. W., TORONTO



**BORDEN'S CONDENSED MILK CO.**

At the National Exhibition just closed in Toronto, one of the most attractive spots in the Manufacturers' Building was the booth of Borden's Condensed Milk Co., of Ingersoll, Ont. It was located about the centre of the building, and during the whole progress of the exhibition, the demonstrators were busy giving information and attending to the crowds of interested people who discovered in the goods displayed an article of the utmost importance in life. Samples of their world-famous products, Eagle Brand Condensed Milk and Peerless Evaporated Cream were dispensed, served in coffee to throngs of people.

The booth itself was one of the prettiest in the building, and was designed and constructed under the

are attentively listened to and invariably result in numerous orders for goods which are supplied through the medium of the retail merchants. As "The Journal" representative stood in front of the booth Mr. Many commenced his "talk" to the people who had assembled, and probably no better description of the goods can be given them to repeat his words:—

"Eagle Brand Condensed Milk and Peerless Evaporated Cream are prepared at Ingersoll, Ont., by the Borden's Condensed Milk Co., the original inventors of condensed milk. The goods have received the highest honors and awards wherever exhibited. In presenting it to you, friends, I want to call your special attention to Borden's Peerless Cream. This brand is preserved without the use of sugar—by evaporation and sterilization—which render it absolutely

milk than on all other baby foods combined."

In further conversation with "The Journal," Mr. Many stated that the system used in securing pure milk was very thorough. Contracts for supply are made with farmers every three months. The cattle are inspected by veterinary surgeons specially employed by the company, who have free access to the herds at all times. The kind of feeding for the cattle is specified, and every provision of the contract is rigidly adhered to. The highest awards, grand prize and medals have been awarded the company at the following exhibitions: Philadelphia, Pa., 1876; Chicago, Ill., 1893; San Francisco, Cal., 1894; Atlanta, Ga., 1895; Philadelphia, Pa., 1899; Paris, France, 1900; Buffalo, N.Y., 1901; Charleston, S.C., 1902; St. Louis, Mo., 1904, and many others might be mentioned did space permit.

It is with a good deal of pleasure that "The Journal" refers to this company. Their goods have stood the test of time, their methods of dealing with customers are honorable and pleasant; and their goods possess an excellence that creates for them a demand all over the world.

\*\*\*

#### TO PROSECUTE ADULTERATION CASES.

**Transgressors of Pure Food Law Are  
Now Up Against It.**

Transgressors of the Pure Food Act are in for an experience with the law. The Minister of Inland Revenue has given instructions for the prosecution of a large number of persons who have been reported for the adulteration of pepper, cream of tartar, maple sugar and syrup, jams and jellies. It is the intention of Hon. Mr. Brodeur to make the law for the preservation of the purity of food one of the best known of the Canadian statutes. We advise all retail merchants to be careful in their purchases and also the qualifications they place on some of the articles they sell, as the present act holds the retailer responsible for the article, and he must seek redress from the manufacturer. Unless you are absolutely sure that an article is unadulterated, never offer it unless you qualify it as a compound, and always look for the description on the label.

\*\*\*

D. B. McColl, baker and confectioner, of Owen Sound, has removed to new, commodious premises, which have been specially built to suit the requirements of the business. In addition to a fine show shop, he has installed two large modern ovens, and all the modern equipments for an up-to-date bakery. Sanitation and cleanliness are features made of first importance.



EXHIBIT AT THE INDUSTRIAL EXHIBITION, TORONTO.

supervision of Mr. Joseph Irving, the resident representative of the company. The interior decorations were designed and erected by Mr. B. C. Many, of New York, whose display of good taste from an artistic standpoint, elicited many expressions of admiration. In conversation with a representative of the Journal, Mr. Many stated that he visits all the principal exhibitions and food shows in the country, at which the goods manufactured by his company are demonstrated. The expense attendant upon these exhibitions is large, but as a method of practical advertising and a means of keeping in constant touch with the consuming public the returns fully warrant the expenditure of the necessary money and labor. Mr. Many is thoroughly conversant with the process of manufacture, and his explanations and lectures to the interested spectators

pure. It is used for all cooking purposes, tea, coffee, fruit, cereals, and for all other purposes where cream is necessary. The Eagle Brand of Condensed Milk to which your attention is called, is the full cream of the milk, with a small amount of sugar added for preservation purposes. This brand of milk was originated by Gail Borden, who established this great company in 1857. The rigid care and inspection which the milk receives at the factories, and the test that is made to determine its purity will ensure to the most scrupulous consumer the absolute purity of the goods manufactured by this company. I can confidently recommend Eagle Brand of milk as an infant food from the hundreds of testimonials received from mothers and physicians all over the world, and I will say that more infants are successfully raised on Eagle Brand of

# Be Sure

When Buying Furniture and Ask Your Dealer for the  
**John C. Mundell & Co.**

Fancy Chairs	Fancy Rockers
Morris Chairs	Morris Rockers
Bedroom Chairs	Bedroom Rockers
Office Tilters	Office Chairs
Hotel Chairs	Rotunda Chairs
Typewriter Chairs	Cafe Diners
Turkish Chairs	Mission Furniture

Arts and Crafts Designs  
Seats for Dens, Smoking Rooms, Etc.  
Library Furniture in Mission Styles, Etc.

Perfect Workmanship  
Admirable Finish  
Beauty of Design

are all characteristic of this make of Furniture. Take none but the best when you buy.

**JOHN C. MUNDELL & CO.**  
ELORA, ONT.

A COMPARISON IN  
POINT OF QUALITY OF

# Stewart's

Chocolates and Confectionery  
with goods made in competition  
is our strongest argument for

PURITY and EXCEPTIONAL VALUE

## WHY

Sell Inferior Confections?

Your Customers expect the BEST  
and PUREST

THAT MEANS STEWART'S  
THE  
**STEWART COMPANY**  
TORONTO LIMITED

It's our business to help make  
your home comfortable.

# BROWN'S



## What It Means to Have An Account at Brown's

**It means** a cosy home for everybody.

**It means** the same comfort to the wage earner as to the rich man.

**It means** all the household goods you want and desire to suit your condition in life.

**It means** clothing for all the family on the same terms.

**It means** having all your needs supplied within twenty-four hours, and you use the goods while paying for them.

**It means** that when your goods are but partially paid for and calamity or illness should befall you, no embarrassment or loss can possibly happen to add to your burdens.

Complete Line of Roll Top Desks and Flat Top Desks, Office Filing Cabinets and Systems, Board-room Tables, Tilting and Office Chairs.

## THE J. F. BROWN CO., LIMITED

193-195-197 Yonge Street



**HAMBURG FELT BOOT CO.,  
LIMITED, NEW HAMBURG,  
ONT.**

This industry has a unique history which dates back to 1896. Speaking figuratively, "It began in the basement." Three hands were then on the



THE HAMBURG

pay-roll. Its growth and development have been the result of a fixed determination from the start, to place on the market a quality of goods that would find for themselves a ready sale, and that would be appreciated by the people of Canada at large. That excellence in quality has resulted



THE HAMBURG

in an increase of hands from month to month and from year to year. Wherever their goods are worn and wherever their goods are handled there is a large and ever-increasing demand for them so that from the three hands in the basement, this business has grown to occupy a two-



THE HAMBURG

story factory 300 x 40 feet. One hundred hands are now on the pay-roll, and the greatest difficulty the firm now experiences is in filling orders. For the class of goods manufactured, experienced hands, first-class workmen are required, and it is difficult to obtain a sufficient number to keep

up with the orders. The factory is equipped with the best and latest machinery, which owing to the pressure of business, must often be run overtime.

This firm manufactures all their own felt, of which all the different grades are made from the strong and everlasting to the most delicate texture in felt goods, that ever



THE HAMBURG

graced the most beautiful foot of the most beautiful lady. All these are made within the factory, and made from the best material; all wool being used in making some of the better grades.

Manufacturing their own felt gives this company a decided advantage



THE HAMBURG

over many of their competitors, as they are thereby in a position to use nothing but the very best material. Their goods find a market in every town in Canada; their merit has found for them a ready sale, and their continually increasing sales confirm their merit.



THE HAMBURG

Anyone interested in the above-mentioned class of goods will do well to correspond with the "Hamburg Felt Boot Co., Limited," and they will take pleasure in quoting prices; or send their traveller with whom you can have a personal interview.

**ADVANCE IN THE PRICE OF  
LEATHER.**

The tanners' section of the Board of Trade, which met in Toronto on August 2nd, decided upon an advance in the price of leather. At the meeting all the tanners of Ontario were represented. The primal cause of the advance was the scarcity of hides, consequent upon the war in South Africa and the recent drought in Australia, which produced a scarcity of hides, while a contributory factor was the heavy demand by the Japanese Government, which has purchased an enormous quantity of leather in South Africa. The Ontario dealers recently received notice from the Quebec dealers that owing to the depletion of the market, all quotations had been cancelled. After due consideration, the tanners passed the following resolutions unanimously:—

"The enormous advance in the price of hides necessitates an immediate advance of at least ten per cent. over present prices of all classes of leather, and all tanners present agree to take immediate action accordingly.

"The following terms and discounts shall become operative on and after the 15th of August, 1905, viz.:—Net, 60 days; 1 per cent., 30 days; 2 per cent., 10 days."

\*\*\*

**RISE IN SHOE PRICES.**

At the annual convention of the Wholesale Shoemakers' Association of Canada, held in Quebec on August 23rd, a resolution was adopted to advance the price of boots and shoes in consequence of the rise in the price of raw material. Officers of the Association were elected as follows:—President, James Robinson; Vice-Presidents, Hamilton, for Ontario; Ritchie, Quebec; Pride, Maritime Provinces; Kilgour, Manitoba and the North-West; Erskine, British Columbia; Treasurer, Hagar; Secretary, Wall.

\*\*\*

Mr. Geo. D. Sinclair has been appointed the Western representative of E. W. Gillet & Co., Limited, and left Toronto for Winnipeg the first of this month.

Ault Bros., of Aultsville, Ont., have filed articles of incorporation, with a capital stock of \$40,000. They have taken over the business of I. R. Ault & Sons, millers, at that place. The incorporators are C. S. Ault and A. E. Ault, of Aultsville; A. W. Ault, of Ottawa, and others.

Mr. G. G. Publow, Chief Dairy Instructor for Eastern Ontario, states that only one in eleven of the factories that had their cheese rejected this season belonged to the factory syndicates. This is a pretty good showing and indicates that all the factories will soon have to come under the system of instruction or go out of business.



# Stop! Think!

Are you in **BUSINESS** for  
**PLEASURE** or **PROFIT**?

If for pleasure any scale will do. If for **PROFIT** there is **ONLY ONE SCALE** to use and that is the **TOLEDO SPRINGLESS AUTOMATIC COMPUTING SCALE**, which is the only Scale that gives 16 ounces to the pound—**NO MORE, NO LESS**—and there is absolutely no such thing as down-weight on the Toledo Scale. No springs, no weights to lift on and off, no poises to shift, no human aid necessary. **MADE IN CANADA.** For Descriptive Catalogue and all information write to

**DEAN & McLEOD, - HAMILTON, ONT.**

Canadian Agents The Toledo Computing Scale Company



Pure LARD,  
Pure CANNED MEATS,  
Pure BEEF FLUID.

Guaranteed Pure and Choice.

Ask Your Wholesale Grocer For It.

**The Canadian Packing Co.,**  
LONDON, ONT.

## Samuel Corrigan

Merchant Tailor

AND

DIRECT IMPORTER OF SELECT WOOLLENS

175 YONGE STREET

3rd door north of Queen

**Established Over 33 Years**

Special range of Scotch Suitings, at  
\$18.00, \$20.00, \$22.00.

Spring Overcoats to order from \$16.00  
up.

Trouserings at \$4.00, \$5.00, \$8.00 up.  
Fit, Workmanship and Style assured.  
A trial order solicited.

GEO. H. HEES, President.  
(Geo. H. Hees, Son & Co.)

R. E. GIBSON, 1st Vice-President.  
(Pres. Conger Coal Co.)

DR. GEO. S. RYERSON, 2nd Vice-  
President.

## MERCHANTS' FIRE INSURANCE CO.

Capital and Assets, - - \$500,000

JOHN H. C. DURHAM, GENERAL MANAGER

HEAD OFFICE:

Confederation Life Building  
4 Richmond Street East, Toronto.

GEO. J. PYKE, Secretary.

CHAS. P. SPARLING, Inspector.  
Telephone Main 2934.

# PRINTING

FOR BUSINESS MEN

General Office Stationery,  
Imitation Typewriting,  
Cards, Folders, Programs,  
Circulars, Wedding  
Invitations,  
Envelopes, Etc.

## Souvenir Post Cards

We Have Cards at  
Bargain Prices

500 Canada only \$3.00; 1,000 \$5.00

500 Comic \$3.50; 1,000 \$6.00

500 High-grade Importations of all  
kinds \$4.00; 1,000 \$7.50

100 different cards \$1.00; 200 for  
\$2.00; 300 for \$3.00

New arrivals constantly

Popular Hotel. Popular Prices.



## ARLINGTON HOTEL TORONTO.

Rates \$2.00 per day and upwards.  
Special rates by Week.

WRITE FOR ILLUSTRATED BOOKLET  
F. D. MANCHEE, PROPRIETOR  
ARTHUR H. LEWIS, MANAGER

## DARCH & HUNTER

SEEDSMEN

London - - Ont.

## ONE DOLLAR

Buys five hundred neatly printed  
Business Cards, Bill Heads, Note  
Heads, Statements or Envelopes.

**Frank H. Barnard,**  
77 Queen St. East, Toronto

## E. M. TROWERN,

ISSUES

MARRIAGE  
LICENSES

21 Richmond St. W., Toronto

## W. R. ADAMS,

Established 1897

401 YONGE STREET, TORONTO



### THE MAPLE LEAF FOREVER.

In far away tropical countries there is an industry which is somewhat akin to the preparation of the maple syrup in Canada, namely, caoutchouc or India rubber. The mode of production is very similar. An incision is made in the stem of the plant, of which there are several kinds, and a greyish-white sap flows out into the little vessel underneath. This has to be gathered rather quickly, as it hardens when exposed to the air, and it is subjected to a process of heating, after which it is ready for export. Traders, who travel through these countries for the purpose, buy up the raw rubber and transport it down to the ports where it is shipped to the importers in the different countries. The several rubber plants, from which caoutchouc is obtained, are found in different countries. Ceylon, Central Africa, and the rich Amazon region of South America all produce rubber, and in the last two

oughly clean. These sheets are then removed to the hot air chambers to dry for one or two minutes. When perfectly dry, they are taken to the rolling room, and chewed up again. In this state the chemicals are added to prepare for the vulcanizing when the rubbers are finished. It is then rolled again into sheets of very different appearance. These operations are carried on, on the first floor. The second floor is occupied by the cutting rooms, where Mr. Foote explained that the cutting is one of the most intricate features in the manufacture of rubbers. Thence they are transferred to the third floor to the shoe-makers. Each consecutive piece must be absolutely true to size, for no trimming is ever done after the rubbers are made, each employee making the shoe complete, and not as in the case of ordinary boots and shoes, where it takes perhaps a dozen hands to make a shoe throughout. This floor is, of course, the busiest in the whole factory, and it is truly a hive

700-h.p. wheels. They also generate their own electric light by the Royal Dynamo S. K. C. system, and both incandescent and arc lamps are used. The factory and offices are equipped throughout with the Buffalo Forge Hot Air System. Owing to the fact that there are hardly any fire appliances available in the village of Port Dalhousie, they have equipped the whole of their buildings with Walworth Primary Supply Sprinklers, whose supply is an 11,500-gallon tank 13 feet above the highest sprinkler.

The complement of employees is 350, of whom 200 are able-bodied men, and for whom they have installed all factory conveniences. They keep all supplied with ice-water during the summer months, and have added to their factory a large ice-house 40 x 40 feet.

All over America the Maple Leaf rubbers are the standard of highest excellence, and in Great Britain, Italy, France, Holland, Australia, and New Zealand, their export brand—The Ontario—has become the household word among the boot and shoe trade of these countries beyond the seas. Canadians are very proud of such an industry as this in their country, therefore all should try and keep money in circulation at home by buying goods made in Canada. Retailers can afford to lay in a big stock of goods manufactured by this company; they have a sterling reputation, and these are the goods which will make you friends of your customers. Always stock this brand, The Maple Leaf!

\*\*\*

W. F. Cockshutt & Co., hardware merchants, Brantford, have sold to G. W. Serles.

The independent telephone line between Bancroft, Coehill, Madoc, Eldorado and Marmora has been sold to the Bell Telephone Company.

The building permits in Toronto for the past eight months totalled \$7,068,000, as compared with \$4,070,000 for the same period last year.

The Customs duties collected in Toronto during August totalled \$1,000,437.08, a decrease of \$23,549.74 as compared with the same month last year.

The Western Canada Milling Co., Montreal, have let the contract to Jas. Stewart & Co., Pittsburg, for the erection of a flouring plant in Montreal to cost between \$550,000 and \$600,000. The buildings will be concrete-steel construction, and the plant will have a capacity of 5,000 barrels per day.

Incorporation has been granted to the Eclipse Umbrella Co., Limited, Montreal. J. R. Gordon, Frederick Worden, Gordon W. Shewan, R. A. Dunton, and David Patterson, commercial traveller, are the directors. The company is empowered to manufacture and deal in umbrellas, parasols, suspenders, haberdashery, and men's and ladies' neckwear of every description. The capital stock will be one hundred thousand dollars, and Montreal will be the headquarters.



FACTORY OF THE MAPLE LEAF RUBBER CO., PORT DALHOUSIE

mentioned countries it is often used as currency. Large quantities of rubber are imported from Para, Rio de Janeiro and St. Paul de Loanda for the Maple Leaf Rubber Co., Limited, Port Dalhousie.

This renowned company has been established nearly thirty years, and is capitalized at \$350,000. The president is J. Robinson, Esq., Montreal; the vice-president, J. A. MacLaren, Esq., Toronto; the secretary, Mr. W. Binmore, and the superintendent is Mr. R. F. Foote.

Some days ago, one of our representatives visited the plant and was courteously received by the secretary and the superintendent. While being shown over the factory, Mr. Foote carefully explained the manufacture of rubber boots and shoes. The raw rubber when imported is naturally very dirty, and this necessitates careful cleansing. This is done in a huge machine with heavy toothed rollers, which chew and wash the rubber, and roll it out into thin sheets resembling mince meat in appearance, but thor-

of industry, every one is busy all the day long. On the fourth floor the vulcanizing and glazing of the finished shoe is also done, and on this floor we find the finished article,—the beautiful Maple Leaf rubbers waiting to be sorted and paired. One cannot help admiring these elegant goods when having seen the intricate process of manufacture, and comparing them with the crude lumps of raw rubber, which only a few months before were being prepared in the deep forest glades by the dusky natives of the tropical world. The packing and boxing of the rubbers occupies the fourth floor.

The Maple Leaf Rubber Co.'s factory is situated on the banks of the Welland Canal, Port Dalhousie. As will be seen by the accompanying cut, they have a very extensive building, and in the five stories they have altogether over 62,000 square feet of floor space. It is the largest factory in Canada manufacturing rubber boots and shoes only. The machinery is worked by water-power, which propels the great



# Hear! Hear!

—What—  
**TOM SMITH**  
 THE TORONTO FRUIT BROKER  
 Has to say

I select Fruit on this market for Country Retailers—Remember, I SELECT it—I don't send you "any old thing" that happens to be handy. I fill your orders with fruit that will make you money,—the very finest quality that is to be had,—just what you would buy if you were here yourself. And it don't cost you an extra cent,—the Dealer pays me for the business. Don't you think it would pay you to handle SELECTED stock? Mention this paper and send me a trial order now.

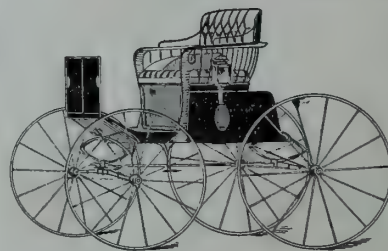
Address me at  
**63 Front St. East, - TORONTO**  
 PHONE MAIN 520

## J. H. KENNEDY

IMPORTER OF ALL THE LATEST DESIGNS IN FINE

## Carriages

HARNESS AND HORSE FURNISHINGS  
 OF EVERY DESCRIPTION . . . . .



## The McLaughlin Carriage

A SPECIALTY

ALL NEW WORK GUARANTEED

**567 Queen Street West, TORONTO**

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Telephone Main 1314

## STRONG DURABLE Ideal Woven Wire Fencing

Made of heavy (No. 9) hard steel galvanized wire and with a lock that cannot slip, it is the strongest and most durable woven wire fence manufactured. A style for every purpose.  
 Write to-day for Catalogue of Fencing and Gates—Free.

**The McGregor-Banwell Fence Company, Limited,**  
 WALKERVILLE, ONTARIO.

Established 1854

Phone Main 1706

## THE GEO. B. MEADOWS TORONTO

WIRE, IRON AND BRASS WORKS COMPANY, LIMITED

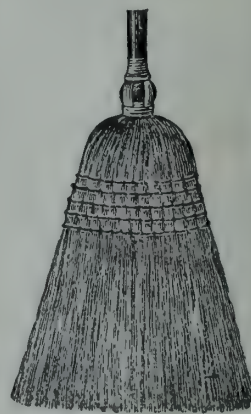
MANUFACTURERS OF

## Bank and Office Railing, Ornamental Iron Fences

Wire Window Guards, Wire Cloth, Moulders, Riddles, Children's Cots,  
 Window Fixtures, Wire Work, Architectural Wrought Iron Works.

**117 KING STREET WEST, TORONTO, ONT.**

## BROOMS AND WHISKS



Of the best quality and workmanship, at prices second to none. We do a Jobbers, Wholesale and Retail Business. Get quotations, as we can save you money and give

you an article that will sell. Goods always equal to samples. A trial order will convince you of the merits of our goods. Mail orders, special attention given. If our traveller does not call on you, send direct to

**THE WATERLOO  
 Broom and Brush Co.,  
 LIMITED**

**WATERLOO, ONT.**



### A STRATFORD INDUSTRY.

Somebody said, "Of the making of books there is no end." Quite appropriately the same may be said of the making of furniture. Throughout Canada the number of furniture manufacturing is yearly increasing in consequence of the great demand for the goods. Old-established establishments are enlarging their plants and increasing their output, adding new lines, and producing a higher class of goods.

ployed, and the shipping department is continually busy despatching the output to all parts of the country. McLagan's furniture carries with it all the qualities of excellence, and retail furniture dealers handle it because it is a good selling article. They know it is made from the best material, and will give their most fastidious customers even more satisfaction than they expect. It is a class of goods that dealers take pleasure in recommending and purchasers in using.

finest turned out in Canada, the utmost care and attention being given to every detail. Many orders are filled for suites of special design or finish to suit the particular taste of a customer, who can thus secure something different from all others.

Mr. Geo. McLagan, the sole manager and principal stockholder, is a practical man in the business, enterprising and progressive. It is his shrewdness and ability that has built up the business to its present mammoth proportions. As a citizen of



WORKS OF THE GEO. MCLAGAN FURNITURE CO., STRATFORD.

Among the leading factories of Canada in the manufacture of high-grade furniture is that of the Geo. McLagan Furniture Company, Limited, of Stratford, which has been in operation in that thriving city for a number of years. The plant is one of the largest in the country, its buildings, yards, etc., covering an area of eight and one-half acres, of which the accompanying engraving gives a fair representation. The enormous output of the factory requires a very large amount of lumber and material, and in order to have this well seasoned and in prime condition, large piling grounds, dry kilns, etc., are necessary. The interior of the factory is a model of its kind. The main machine room is one of immense size, equipped with the latest and most modern woodworking machinery, which it is claimed cost more than any other similar equipment in Canada, under control of only skilled workmen. A description of all the various departments, or an account of the evolution of the log to the finished article, is impossible here. It is sufficient to say that the goods manufactured are the best of their kind made in Canada. About two hundred workmen are constantly em-



G. MCLAGAN, Stratford.

The firm makes a specialty of the manufacture of parlor and dining suites, parlor and music cabinets, and the patent Gunn sectional book-case. The goods above mentioned are the

Stratford he is held in high esteem for the interest he manifests in all matters of public welfare. He is ex-president of the Board of Trade, and at present one of its most active members. The factory is one of Stratford's most valued industrial enterprises, not only for its local importance, but for the high place it holds among the manufacturing interests of Canada.

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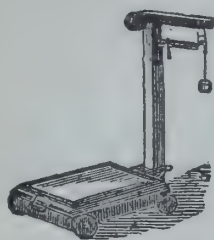
### A GOOD CHOICE.

Edwin R. Rogers, hardware merchant, of Toronto Junction, and Chairman of the Hardware Section of the Toronto Branch of our Association, has been appointed Inspector of Prisons and Public Charities.

Mr. Rogers is a man of sterling character and good business ability, and those who selected him must be congratulated on their choice of a good official. We wish him every success in his new field.

\*\*\*

Mr. R. E. Le Suer, President of the Sarnia Branch, is a candidate for political honors in by-election in West Lambton.



## THE FOX

Brand on a PAIR OF SCALES is your guarantee that you are getting **ABSOLUTELY THE BEST SCALE** that can be made. We know it because we make them, and we know the **MATERIAL** that we put in them—**NO SHODDY WORK. INSIST ON A FOX.**

Hay, Coal and Platform Scales a Speciality.

SEND FOR PRICES

**THE FOX SCALE WORKS**  
LONDON, ONT.

## Calendars

**Retail Merchants find attractive Calendars a good advertisement.**

If the Calendar has a picture of the merchant or his store, it is more highly valued by his customer.

Send us your photo or photo of your store and we will make you a high grade cut for the purpose—any size desired.

Your local printer can use the cut and the calendar will be cheaper and more attractive than the many fancy designs.

Write us for prices.

**LEGG BROS.**  
**ENGRAVERS**  
TORONTO

## FLOUR FLOUR FLOUR

We are manufacturers of high grade flour of all kinds.

### TO THE GROCER

Increase your business by selling a better quality of flour. Increase your profits by handling our celebrated brands.

Correspondence Solicited,  
CAPACITY, 200 BARRELS

**The Brampton  
Milling Co.**

BRAMPTON, ONT.

# 2

## Soap Leaders

### Silver Star

(CAKE) and

### Royal City Bar



Manufactured by

**Guelph Soap Co.,**  
GUELPH, Ont.

P. O. Box 45

Phone 396

WRITE FOR PRICES

## BURN PEA COAL

ARE YOU LOOKING FOR QUALITY?

BUY A

**Grundy 1905 Art Laurel  
Base Burner,  
A Silver King Range,  
or an Oak Heater.**

Latest in the market. All these Stoves burn PEA COAL, which is considerably **CHEAPER** than Nut, and is always to be had.

The Silver King Range has three improvements which no other stove has, viz., patent oven regulator, fire regulator, and ash and clinker dislodger.

For further particulars, catalogues, etc., apply to the

**GRUNDY STOVE CO.,**  
LIMITED,  
GUELPH, ONTARIO.



**GLOVES OF QUALITY.**

Quality is one of the strongest foundations upon which any business can be built. The up-to-date, enterprising merchant who handles nothing but the best is ever on the alert for such articles and products as are likely to be good sellers and attract and hold his trade. Having lately re-

**BRACES FROM BUSY BERLIN.**

Busy Berlin is one of the inland towns of Canada that is forging ahead, and making a name for itself in the manufacturing world. Among the many industries of the place, The Berlin Suspender & Button Co. takes a prominent place. The original business was established there nearly

the present company in 1900. Machinery and equipment is all of modern construction and capable of a large capacity, yet it is taxed to the utmost to fill the continually increasing number of orders. Suspenders of all kinds from the cheapest to the highest grade are manufactured, and orders are filled with a promptitude that pleases the dealer.



STOREY &amp; SONS' GLOVE WORKS, ACTON.

ceived many requests from interested patrons regarding the best make of gloves, we have been investigating the subject thoroughly, and as a result, are now prepared to recommend and unqualifiedly indorse the gloves manufactured by W. H. Storey & Son, Ltd., of Acton, Ont.

The products of this establishment not only equal those offered by any other manufacturer, but in points of workmanship and finish can not be surpassed, and no house in the country is more fully equipped to meet modern demands in this line. They are firm believers in quality, and zealously guard the quality of their products at all times by using only the best materials and employing experienced workmen.

They have gained the reward which such attention to business invariably brings. The almost phenomenal success with which their products have been introduced into new fields, and the constantly increasing demands from old customers, suggest that building trade upon quality has proved a great success. Absolute confidence in the quality of their products can always be maintained, and they are ever ready to stand by their claims.

Many complaints have been received by us from patrons in different sections of the country concerning the inferior quality of some makes of gloves now on the market being sold as first-class, and asking us to recommend a really meritorious firm which can be relied upon. From our observations locally, also referring the matter to our representatives in all the principal cities, we feel justified in extending our editorial commendation to W. H. Storey & Son, Ltd., Acton, Ont.

twenty years ago, but since 1895 it has been under the managership of Mr. C. K. Hagedorn, whose portrait is presented with this descriptive announcement. For years the suspenders made by this company, known by the Trade B Mark, have been sold from coast to coast, and for years their good quality has been known. Wearers who have used them ask for them again, and the retail dealer finds it to his advantage to keep them in



C. K. HAGEDORN,  
Manager The Berlin Suspender and Button Co.

stock. The Trade B Mark means "Best Suspenders Made in Busy Berlin," and is a guarantee of good material and workmanship. In the manufacture of these goods a substantial two-story building, 40 x 80 ft., with basement, is utilized, erected by

W. M. Ayers, Jr., merchant tailor, Wallaceburg, has sold out.

James Robson, the well-known tanner, died at Oshawa on August 31st, aged 64 years.

David Plews, Toronto, grain merchant, and formerly the owner of large flour mills at Brantford, died at Brantford on August 13th.

David W. McLaren, who was connected with the leather belting business of Montreal, passed away on August 24th, at the age of 43 years.

Neil Love, leather merchant of St. Thomas, was seriously injured on August 25th, in alighting from a moving train. His collar bone and three ribs were fractured, one of the ribs puncturing his lungs.

The new City Dairy stables are to be built between Oxford and College streets, west of Spadina Avenue, Toronto, at a cost of \$25,000. They will be of reinforced concrete, three stories high.

Mr. J. H. Hyland, manager of the new market branch of the Standard Bank, was recently presented with a gold watch by his banking friends on the occasion of his entertaining them at a "house warming."

Mr. David Grierson, Toronto, manufacturer of the "Wee MacGregor" oat cakes, visited the Maritime Provinces during the latter part of August, where he succeeded in placing a large number of orders for his popular product.

William Galbraith, a retired director of the Federal Bank, died a few weeks ago at his residence, King Street West, Toronto. He was formerly in the flour and feed business, and was interested in flour mills at Barrie.

## LA FEDERATION DES COM-MERCANTS DETAILLEURS DE LA CITE, DE MONT-REAL.

### UNE ETAPE NOUVELLE.

**L'Affiliation Des Marchands Détaill-  
eurs de la Province de Québec  
avec les Marchands Détaill-  
eurs de la Province D'On-  
tario.**

La Fédération des Marchands Détaill-  
eurs de la Cité de Montréal a  
tenu son assemblée régulière, mer-  
credi, le 30 août, 1905, dans ses  
spacieux bureaux de la Rue St. Denis,  
sous la présidence de son actif et  
énergique président, Monsieur J. O.  
Gareau.

Vu l'importance des sujets à être  
discutés, la plupart des membres  
s'étaient fait un devoir d'assister,  
Parmi ceux présents, nous avons  
remarqué: Messieurs J. O. Gareau,  
A. Rouleau, O. Lemire, A. S. La-  
vallée, J. G. Watson, C. R. Lasalle,  
L. Adelstein, N. Chartrand, J. A.  
Maynard, P. Bruneau, Jean Lamou-  
reux, J. A. Beaudry, etc.

L'ordre du jour était chargé de  
questions les plus importantes, tel  
que le rapport des différents comités  
et principalement la soumission d'une  
constitution, qui permettra de s'ad-  
joindre les Marchands de toutes  
les villes et villages de la Pro-  
vince. La manière habile dont  
chacune de ces questions ont  
été traitées et disposées, est une  
preuve évidente des qualités adminis-  
tratives que possèdent les membres  
de la Fédération des Commerçants  
Détaill-  
eurs.

En premier lieu Messieurs. J. O.  
Gareau, J. G. Watson, A. Rouleau, O.  
Lemire, et J. A. Beaudry, qui ont  
assisté à la Convention des Marchands  
Détaill-  
eurs de la Province d'Ontario,  
tenue à Toronto les 14, 15, and 16 du  
mois d'août dernier, ont fait rap-  
port:

Tous se sont déclarés satisfaits de la  
manière dont les affaires de l'Associa-  
tion sont administrées dans Ontario,  
et sont revenus enchantés de la cor-  
dialité et de la courtoisie qu'ont dé-  
ployées à leur égard leurs confrères  
de l'ouest. Un récit détaillé a été fait  
de toutes les questions qui ont été  
traitées à cette Convention. Ces  
délégués ont été à même de constater  
que les griefs dont se plaignent les  
Marchands Détaill-  
eurs d'Ontario,  
sont à peu près identiques à ceux  
dont souffrent les Marchands Détaill-  
eurs de la Province de Québec. Il  
leur a été facile de se convaincre de  
l'urgence qu'il y a pour les Marchands  
Détaill-  
eurs de s'unir, et de fonder une  
association qui embrassera les  
Marchands de toutes les lignes et  
dans toutes les parties du pays. Cette  
Association devant se composer d'un  
bureau fédéral, de bureaux provinciaux  
et de succursales, dans chaque ville.  
Il est facile de comprendre qu'une as-  
sociation organisée d'après ces prin-  
cipes, sera appelée à rendre au Com-  
merce de détails des services inap-  
préciables.

Une constitution ayant cet objet en

vue a été adoptée à cette Convention.  
Cette même constitution a été soumise  
à l'assemblée de la Fédération des  
Commerçants, Détaill-  
eurs, et après en  
avoir pris connaissance et l'avoir  
étudiée, les membres de la Fédéra-  
tion l'ont adoptée à l'unanimité, avec  
une recommandation aux différentes  
associations de vouloir bien l'adopter  
lorsqu' elle leur sera élagement sou-  
mise.

Il est donc temps de dire que la  
Fédération des Marchands Détaill-  
eurs, commence aujourd'hui une  
nouvelle étape. De formation encore  
récente, la Fédération des Marchands  
Détaill-  
eurs a rendu au commerce de  
détail plusieurs services signalés.  
Ceux qui ont préconisé sa formation,  
ont droit à toutes les félicitations.

\*\*\*

### L'ASSOCIATION DES EPICIERS DE MONTREAL.

L'Association des Epiciers de  
Montréal a tenu son assemblée men-  
suelle, jeudi, le 17 courant, dans ses  
bureaux de la Rue St. Denis, No. 88,  
sous la présidence de Mr. P. Daoust.  
Un grand nombre d'épiciers de toutes  
les parties de la ville s'étaient donnés  
rendez-vous pour prendre part à la  
discussion des questions importantes  
qui étaient à l'ordre du jour.

La nomination des officiers pour  
l'année courante a eu lieu et a donné  
le résultat suivant:

Président, P. Daoust, premier vice-  
président, E. Upton, deuxième vice-  
président, N. Seguin, trésorier, P.  
Bruneau, secrétaire A. Laurendeau,  
tous ces officiers ont été réélus à  
l'unanimité, ce qui est un témoignage  
évident de l'estime et de la confiance  
dont jouissent ces officiers parmi  
leurs confrères. Nous profitons de  
l'occasion pour leurs présenter nos  
sincères félicitations d'avoir su  
mériter ces témoignages de con-  
fiance, et nous félicitons les membres,  
d'avoir su apprécier leur mérite. Nous  
sommes convaincus que ceci aura  
pour effet d'engager ces officiers à  
continuer leurs efforts pour pro-  
mouvoir les intérêts de l'Association.

Le projet de former une Associa-  
tion qui permettrait à tous les  
Marchands Détaill-  
eurs de la Province,  
d'en faire partie, a ensuite été mis  
devant l'assemblée. Mr. J. G. Wat-  
son, premier Vice-Président de la  
Fédération des Marchands Détaill-  
eurs de la Cité Montréal, a fait un exposé  
clair et précis des avantages considér-  
ables, qui ne manqueront pas de ré-  
sult-  
er d'une telle organisation. Il fit  
un récit détaillé de toutes les dé-  
marches qui ont été faites jusqu' à  
présent, en vue de réaliser ce projet,  
et déclara, que le sentiment des  
Marchands Détaill-  
eurs, était certes  
favorable au mouvement. Les  
Marchands comprennent qu'ils ont  
besoin de s'unir s'ils veulent protéger  
leurs intérêts d'une manière efficace.

Monsieur J. A. Beaudry, Secrétaire  
de la Fédération des Commerçants  
Détaill-  
eurs de la Cité de Montréal,  
confirma en quelques paroles, les  
remarques très appropriées de Mr. J.

G. Watson, et fit lecture d'une con-  
stitution qui pourvoit à l'organisation  
d'une telle Association.

Les Marchands Détaill-  
eurs de la  
Province d'Ontario, ont adopté cette  
constitution à leur convention an-  
nuelle qui a eu lieu les 14 and 15  
août dernier. Il appartient mainten-  
ant aux Marchands Détaill-  
eurs de la  
Province de Québec d'en faire autant  
et alors les Marchands Détaill-  
eurs des deux Provinces pourront marcher  
ensemble, sous la même bannière,  
poursuivant un même but, c'est-à-dire,  
protégeant leurs intérêts si souvent  
compromis.

Les membres de l'Association des  
Epiciers de Montréal, ont appointé  
un comité, qui est chargé d'étudier  
la question et de faire rapport à une  
assemblée, qui sera spécialement con-  
voquée à cet effet. Nul doute que  
les Marchands Epiciers ne tarderont  
pas à y trouver leur avantage et dé-  
cideront de se joindre aux autres  
Marchands, pour former une associa-  
tion sur des bases solides et d'après  
des principes d'affaires.

\*\*\*

### INNOVATION.

En vue d'intéresser nos souscrip-  
teurs et lecteurs de la Province de  
Québec, il a été décidé par l'admini-  
stration de ce journal, pu' à l'avenir,  
nous publierons les rapports d'as-  
semblées de chacune des Associa-  
tions des Marchands Détaill-  
eurs de la Province de Québec. Nous pu-  
blierons aussi le texte de certaines  
lois ou les débats sur les questions de  
nature à intéresser les Marchands  
Détaill-  
eurs, soit que ces débats aient  
eu lieu à la Chambre des Communes  
ou au Parlement Provincial.

Nous commençons aujourd'hui la  
publication des débats qui ont eu  
lieu à Chambre des Communes et au  
Sénat sur la fameuse question des  
Timbres de Commerce. Nous espé-  
rons que nos souscripteurs nous en  
sauront gré.

## Shredded Wheat AND Triscuit

Scientifically Prepared Foods Made of the  
Whole Wheat

**Shredded Whole Wheat Biscuit**—  
A standard all-day cereal, served with  
milk, cream, or in combination with  
fruits, preserves or vegetables.

**Triscuit**—The New Cracker, served with  
soups as a crouton, or as a successor to  
crackers when served with cheese.

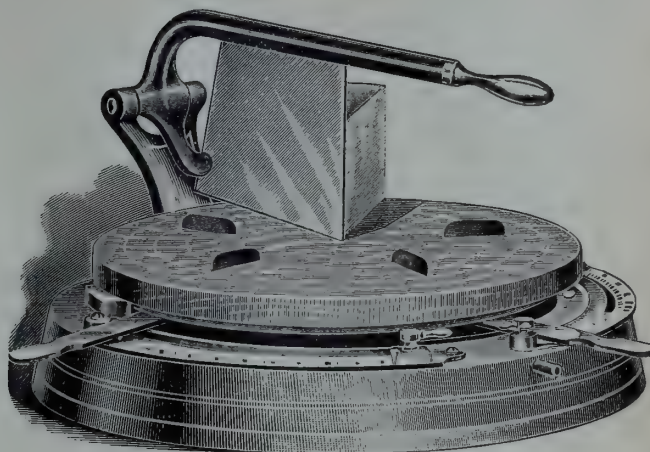
For information and prices address—

**The Canadian Shredded  
Wheat Company, Limited,  
32 Church Street,  
Toronto, Ont.**

**NOTE.**—Tell your customers that heating  
the BISCUIT and TRISCUIT in a warm  
oven before serving will renew  
their crispness.



# THE Computing Cheese Cutter



## WHAT IT DOES.

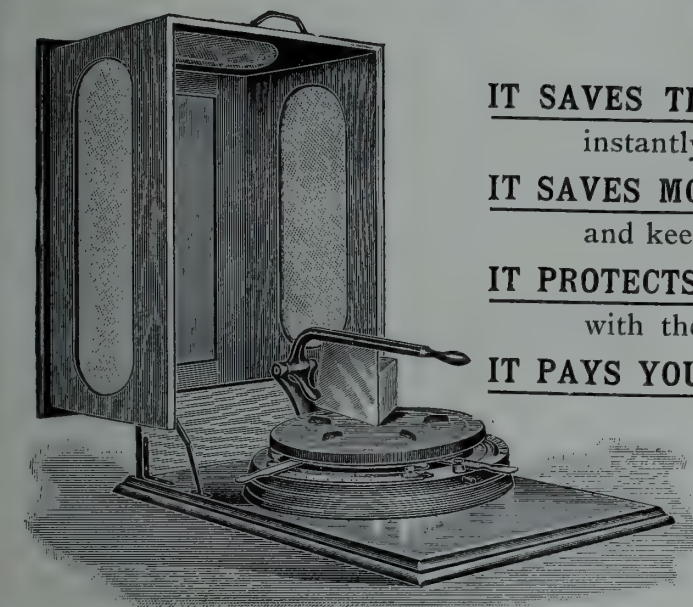
IT SAVES TIME by giving weight and money value instantly.

IT SAVES MONEY by preventing crumbs and shrinkage and keeping loafers from nibbling at your cheese.

IT PROTECTS YOU against mistakes by doing away with the "guessing" of the average clerk.

IT PAYS YOU A PROFIT every day you use it.

IT COSTS YOU NOTHING because it pays for itself with what it saves you.



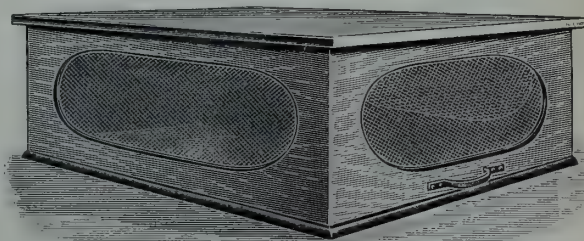
The best testimonial of the meritorious features of **Our Cutter** is the fact that it is being used by the **best** provision stores in the country, as the **successful merchant** readily realizes the additional profit to be derived from using one of these Cutters to **weigh, compute and cut** his cheese. There is **absolutely no waste or crumbs**, and the customer always gets **fresh cheese** in **smooth clean pieces**, cut to correct **weight or money value**.

The above illustration plainly describes the "Cutter" which is **simple in construction, handsomely finished, easy to operate and is FULLY GUARANTEED**.

Can **you** afford to miss the splendid opportunity we are now offering you to obtain one of these Cutters?

We have Cheese Cabinets like this cut, made out of either poplar or oak. They are very essential in keeping cheese nice and fresh as they are ventilated and take up less room, and are more durable than any now offered to the public.

**Price of Cabinet \$6.00**



**Hamilton Brass M'f'g. Co., Limited**

HAMILTON, CANADA.

# Members of The Retail Merchants' Association of Canada

Are asked to patronize the manufacturers and business firms who advertise in THIS JOURNAL.

Every firm who places an advertisement in The Journal is aiding and supporting the Association, and the appreciation of such support should be shown by the members in purchasing goods from and patronizing as far as possible these firms.

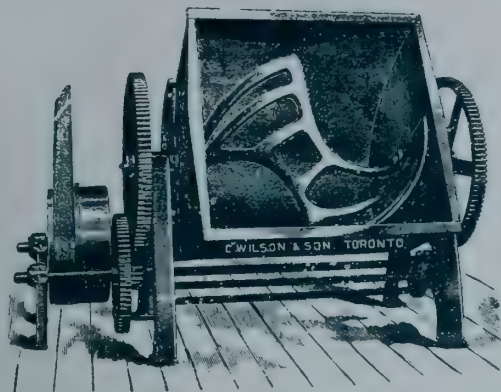
By so doing the advertiser is encouraged to continue and increase his advertising and the Association is benefited thereby.

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Telephone Main 319.  
Established 52 Years.



## C. Wilson & Son

LIMITED,

BAKERS' & BUTCHERS' TOOLS

♦ ♦ DOUGH MIXERS AND ♦ ♦

♦ SAUSAGE MACHINERY ♦

67 Esplanade Street East,  
TORONTO - CANADA.

## Honesty is the Best Policy



**B**UT one must be honest to themselves also. We believe in giving good measure just as much as anybody does, but when it comes to giving away all your profits, it is a very different matter.

**WILSON'S SCALES ARE HONEST**

♦ ♦ TO BUYER AND SELLER ♦ ♦

They weigh accurately, giving full measure and yet retain the profit for the grocer.

Let us send full particulars of our BALL BEARING COMPUTING SCALE OFFER, upon easy terms of payment.

**C. WILSON & SON,**  
LIMITED

CANADIAN MANUFACTURERS FOR CANADA,

67 Esplanade Street East, TORONTO

## The MERCHANTS' COUNTER Check Book Co., Limited

Manufacturers of

**COUNTER CHECK BOOKS  
AND CASH SALES SLIPS**

Our Brands are

**The Favorite, Criterion and Record**

We make a specialty of Check Books for Loose Leaf Ledger Systems. Write for Samples and Prices.

Phone Main 1956

34 Colborne Street, Toronto

## STOREY'S

"The Best Made Gloves  
in America"

Such is the praise given, not once or twice, but many times to

### Storey's Gloves

If good glove judges have so expressed themselves, do you not think you can handle

### Storey's Mitts and Gloves

with advantage to your trade?

How are you prepared for Fall trade? Do you need some good lines in Men's Fine Gloves? Anything in heavier goods for rougher wear.

*Mail Orders Always Welcome.*

**W. H. Storey & Son, Limited**  
ACTON, ONT.

# PROFIT IN LEVER BROTHERS TOILET SOAPS

Grocers are as well equipped to build up a fine Toilet Soap trade as are any other dealers.

It's simply a case of going rightly about it. The public holds a trade prejudice in the matter in favor of druggists, but **Soap Quality and Value** will surely overcome it if you persistently talk up the "LEVER" Line of Toilet Soaps, made on honor and sold on merit.

We have placed on the market the three brands described below.

Nothing in domestic soapmaking ever equalled them and few imported brands approach them in excellence.

## CORAL

Five Cents  
a Tablet

Toilet Soap, made in four perfumes, each tablet wrapped and packed in separate carton; 25 cartons, in neat wooden box, suitable for display purposes. Also packed 3 tablets in handsome cardboard box.

Per Doz. Tablets.....\$0.45  
" 100 " ..... 3.50  
" Gross " ..... 5.25

**Profit, 42 per cent.**

## SILK-SKIN

Ten Cents  
a Tablet

Toilet Soap, made in four perfumes, each tablet wrapped and packed in handsome cardboard box of 3 tablets each. This Soap is peculiarly soothing and healing to the skin and its perfume wonderfully lasting and delicate.

Per Doz. Tablets ..... \$ 0.90  
" Gross " ..... 10.50

**Profit, 42 per cent.**

## PLANTOL

Twenty Cents  
a Tablet,  
Three Tablets  
Fifty Cents

Represents a new departure in Toilet Soaps, and is guaranteed to contain no animal fat, being composed of the sweet oils of luscious fruits and fragrant flowers exquisitely blended. Packed in very pretty boxes of three tablets each.

Per Doz. Tablets .... \$ 1.25  
" Gross " ..... 14.50

**Profit, 100 per cent.**

The above brands are all made from the purest ingredients and are free from adulterants of any kind. They soon gain popularity, not alone because of their unusual and exquisite fragrance but because of their soothing and emollient qualities.

**SELL LEVER BROTHERS TOILET SOAPS. They satisfy your trade and pay an honest profit.**

The name "LEVER" on a cake of Soap is a guarantee of purity and excellence.

# Lever Brothers, Limited, Toronto



THE  
**Retail Merchants' Journal**  
OF CANADA

Vol. 3

October, 1905

No. 10

All Retail Merchants United



The Official Organ of  
**The Retail Merchants' Association of Canada**

TORONTO OFFICE: 21 RICHMOND ST. WEST  
MONTREAL OFFICE: 88 ST. DENIS ST.

Flavor,  
Keeping Quality,  
Purity,

**3**

**Good  
Points**

THAT DRUGGISTS  
FIND IN

## **Bates' Hard Boiled Confectionery**

### **COUGH CANDIES.**

BROWN  
COUGH,  
BLACK  
COUGH,  
HOREHOUND,  
MENTHOL,

### **WE EXCEL IN**

RASPBERRY,  
STRAWBERRY,  
PINEAPPLE,  
ORANGE,  
LEMON,  
CHERRY.

### **OTHER POPULAR FLAVORS WE MAKE ARE—**

BUTTER,	MAPLE,	ROSE,
LIME,	NECTAR,	MIXED FRUIT,
CHOCOLATE,	VANILLA,	SEN-SEN,
PEAR,	PEACH.	

**WE GUARANTEE OUR GOODS.**

WRITE FOR PARTICULARS.

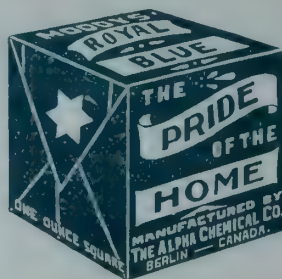
**BATES MANUFACTURING CO.,**

9-11 FRANCIS ST.

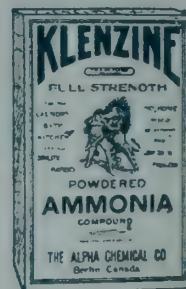
Limited

TORONTO, CAN.

**MADE IN CANADA**



BY THE



**ALPHA CHEMICAL CO.**  
BERLIN, ONT.



For Sale by all Leading Wholesale Houses.

**Ours is an easy task**—to tell you that after nearly 50 years in the manufacture of **Laundry** and **Culinary** Starches, no competitor has been able to produce as perfect goods as

## **EDWARDSBURG "SILVER GLOSS" STARCH and BENSON'S "PREPARED" CORN**

That is why these lines are popular with the housekeeper, and profitable to the grocer—No wise up-to-date merchant is without them.

MANUFACTURED ONLY BY

For Sale by Every Jobber in Canada.

**EDWARDSBURG STARCH CO'Y, Limited**

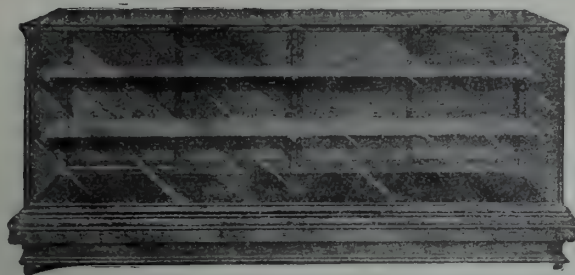
ESTABLISHED 1858

53 Front St. East,  
TORONTO, ONT.

Works:  
CARDINAL, ONT.

164 St. James St.,  
MONTREAL, P.Q.





THE CORONATION (Patented)

BEST ON EARTH.

HAS NO EQUAL.

ALL GLASS TOP—NO WOOD frame ABOVE or AROUND the glass to become scratched, dirty and unsightly in appearance.

N. R. LINDSAY,  
Manager.  
Phone Main 3611

DOMINION SHOW CASE COMPANY, 71 ADELAIDE ST. EAST,  
TORONTO.

### If it's a "Coronation," It's the Greatest Money Maker.

The verdict of everyone—even our competitors—who have seen our patent "Coronation" RAPID SALES Case is that there is nothing to equal it on the market at the present time. It is a peerless case in every respect, and is without a rival anywhere. It has become so popular that it keeps us hustling to keep up with our orders. We are putting this style of case into all the best stores in Canada, from the Atlantic to the Pacific. We have recently placed \$1,000.00 worth of them in one store alone in this city, thus proving the superior claim of this magnificent and greatest money-making case.

A FIRST-CLASS photo cannot do this case justice, much less a cut of any kind.

#### Also made in K. D. Style.

The SIMPLEST and BEST in the market.

None so good for the price. None better at any price.

## The Aeme Supply Co.

60½ ADELAIDE ST. E.  
TORONTO

All materials for wood burning.  
White Basswood blanks for wood burners.

Designs for match holders, racks, etc., ready for use.  
Burning outfits supplied.

Wood stains and finishing gloss in all colors.

Retailers now is your time!  
Write us and save 25% duty

## COAL BAGS

Get our prices before purchasing  
Waterproof Covers, Awnings,  
Tents and Flags. Tents to Rent.

RAYMOND BROS.,

172 KING ST.  
PHONE 1748. LONDON, ONT.

## FLOUR - FLOUR - FLOUR

We are manufacturers of high grade flour of all kinds.

To the GROCER:

Increase your business by selling a better quality of flour.

Increase your Profits by handling our celebrated brands.

Correspondence solicited.

Capacity, 200 Barrels

The Brampton Milling Co.  
BRAMPTON, ONT.

## "WEARWELL" BRAND

### RIBBED COTTON HOSE

By paying all our attention to our two lines, we are enabled to turn out the best Cotton Hose on the market. We are the exclusive users in Canada of a Patent Dye, which is sanitary, stainless and guaranteed perfectly fast.

We also make Worsted Hose, in 2 and 3 ply Imported Yarn.

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CLINTON KNITTING CO.  
CLINTON, ONT.

SOLD BY

THE RICH'D L. BAKER CO.  
60 Yonge St., Toronto.

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Wholesale Manufacturers of

COBBLER

UPHOLSTERED AND  
COMMON AND FANCY  
WOOD SEAT CHAIRS

BED-ROOM SUITES

SIDEBOARDS

EXTENSION TABLES

BEDS, ETC.

Hanover, Ont.

### Protect Your Property

WITH THE

## DIAMOND Fire Extinguisher

A dry powder put up in metal tubes 22 inches long. Hangs on strong nail or hook.

It will instantly extinguish the most furious flames of wood or oil.

Guaranteed by best Canadian authority.

WRITE FOR DESCRIPTIVE CIRCULAR TO

THE  
Diamond Dry Powder  
Fire Extinguisher Co.,  
LIMITED

120 Victoria St.

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Agents Wanted.

# MAPLE LEAF RUBBERS



THE MOST FASHIONABLE,  
COMFORTABLE AND  
RELIABLE RUBBERS MADE

THE  
**G. V. OBERHOLTZER CO.,**  
LIMITED,  
BERLIN, ONTARIO,

Manufacturers and Jobbers of

## Boots and Shoes.

WE MAKE SPLENDID WEARERS  
WE MAKE SPLENDID FITTERS  
In Standard Screw and McKay's

We show Attractive, Well-fitting,  
Up-to-date Goodyears and Turns

MAIL ORDERS RECEIVE SPECIAL ATTENTION

# STARCH.

FOR FAMILY USE

## IVORY GLOSS

IS THE CHOICE IN EVERY  
FIRST-CLASS HOUSEHOLD.

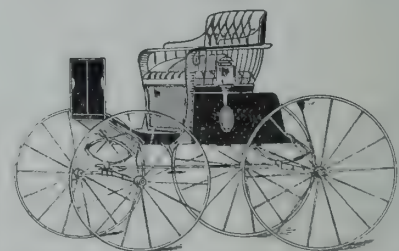
**St. Lawrence Starch Co.**  
MANUFACTURERS

## J. H. KENNEDY

IMPORTER OF ALL THE LATEST DESIGNS IN FINE

## Carriages

HARNESS AND HORSE FURNISHINGS  
OF EVERY DESCRIPTION . . . . .



## The McLaughlin Carriage

A SPECIALTY

ALL NEW WORK GUARANTEED

**567 Queen Street West, TORONTO**

Residence 76 Dominion St.

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# THE Retail Merchants' Journal OF CANADA

The Official Organ of

The Retail Merchants' Association of Canada

TORONTO, CANADA

OCTOBER, 1905

## ONTARIO TOBACCO CULTURE.

At a convention of the Canadian Cigar Manufacturers' Association, held in Toronto a few weeks ago, there was a large representation. One of the principal themes of discussion was the question of the advisability of asking for an increased tariff on imported leaf, and the encouragement of Canadian tobacco culture. It was decided to ask for an increase in the duty of raw leaf from 10 to 20 cents a pound, and abolition of the regulation requiring three separate stamps and licenses to manufacture cigars from Canadian and imported leaf, separately or in combination.

With the barriers removed, the manufacturers declare half of the leaf used in making cigars in this country would be grown in Canada. The excise requirements are the chief drawback. Under the present regulations, cigars manufactured from Canadian tobacco must bear a green stamp; cigars manufactured from Canadian and imported tobacco in combination, a pink stamp; and those manufactured from imported tobacco only, a black stamp. Every variety demands a separate factory. This regulation is to prevent imposition. The result, however, is, that it has practically stifled the growth in Canada of tobacco suitable for cigar making. If the Canadian grower does produce good stock, he has no market for it. There are no Canadian or combination cigar factories, and the black stamp factories cannot buy a pound of Canadian tobacco.

The manufacturers will also press for a material reduction in the total taxation of domestic cigars. The present excise charges aggregate \$8 a thousand on domestic cigars, and this seriously interferes with the profitable manufacture of a five-cent cigar. Prior to the budget of 1896, the taxation only amounted to \$6 a thousand. The manufacturers will press for a reduction to the old figure. Their views will be laid before the Tariff Commission.

In speaking to a press representative on the subject of Canadian tobacco culture, Hon. Adam Beck, M.

P. P., of London, said that Ontario possessed suitable soil and climate for the cultivation of tobacco of a first-class quality and he thought the Government should direct their attention to the matter. His idea was that the Government should experiment with the various kinds of seeds of tobacco plants at the Experimental Farm and find out exactly what kind is suitable for our climate and soil. He suggested that experts be engaged to show the farmer how to cure the tobacco he grows. He believed if this was done, Essex county in particular could grow tobacco suitable for first-class cigars. Mr. Beck said that in Wisconsin, when tobacco was first grown there, it was nothing short of vile. However, the Government educated the growers, and now that State produces some of the best tobacco to be had anywhere. "What was done in Wisconsin," added Mr. Beck, "can be done in Ontario. There is a great future before the tobacco-growing industry in this province if something is only done."

Hon. Mr. Monteith also expressed himself impressed with what he had seen regarding the growth of tobacco in Ontario. He is convinced that tobacco growing has a good future in this country. He believes the acreage can be greatly increased and just as good tobacco can be grown as anywhere in the States, with the exception of the Havana brands. The crop is a profitable one, often yielding as much as \$100 an acre to the farmer. "I propose to make investigations regarding seeds, cultivation and methods of curing in order to place as much information as possible before the farmers of the province," he concluded.

\*\*\*

## PYROGRAPHY.

The art of burning on wood or pyrography is a very old one, which, however, has received a fresh and permanent impetus through the genius of the modern inventor.

Special outfits for this work are now on the market and can be obtained at small cost. One of the

great difficulties for pyro burners in Canada has been the expense of suitably stamped wood-work.

Thousands of glove, handkerchief and jewel boxes, photo frames, plaques, clock cases, pedestals, cabinets, etc., have been imported from the States. This simply means that the Canadian public have been paying twenty-five per cent. more than they need have done—in the shape of duty—for these goods.

The Acme Supply Co., of 60½ Adelaide Street East, Toronto, are the first to take up the manufacture of these wares as a speciality in Canada, and the fact that they started barely a year ago in one small room with a treadle saw and that they now have a complete wood-working plant driven by power, must speak for the energy of this young firm. Many ladies are earning a good living at pyrography, and many others would like to, if they knew where to buy artistic wood blanks at a reasonable figure. Retailers stocking these goods should find no difficulty in making sales, and those wanting further information on the subject can obtain same by addressing The Acme Supply Co., of 60½ Adelaide Street East, Toronto.

\*\*\*

## HONESTY APPRECIATED.

Insurance Company Rewards Merchant Who Refused Cheque.

When a London, Ont., fire insurance agent opened his mail a few weeks ago he found therein a cheque for \$5,000. Accompanying this cheque was a letter from a well-known retail merchant, stating that he had found his loss by fire to be trifling, and he in consequence returned the full amount of the cheque handed him by the insurance company to cover the loss sustained. When he had recovered from the shock he communicated the particulars to his head office. He received a reply, to be handed to the merchant, conveying the thanks of the company, and enclosing a cheque for \$1,500 as a token of appreciation of an altogether unprecedented act.

"NOT IN ANY COMBINE"

# COMPARISON

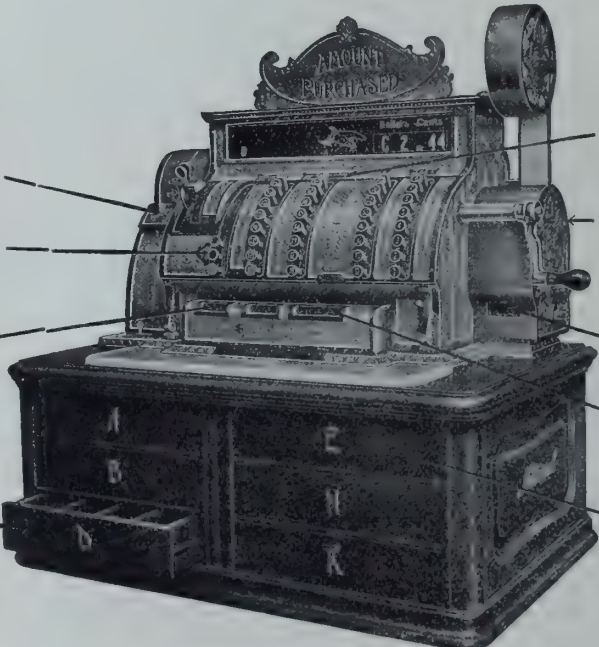
NEVER INJURES THE REPUTATION  
OF A GOOD ARTICLE—THAT'S WHY

## "The Menzie Line" IS SO POPULAR TO-DAY

WRITE FOR SAMPLES

THE **MENZIE WALL PAPER CO., LIMITED**  
TORONTO, CANADA

### WE MAKE CLERKS ACCURATE



Each clerk's sales are added separately on this counter. Separate counters under this hood give separate totals of charge sales, money received on account and money paid.

A new and complete system for credit sales, money received on account and money paid out.

This counter shows how many customers each clerk waited on during day.

If there is a mistake of fifty cents in this drawer, or a counterfeit coin or bill, you know that "D" clerk made the mistake.

This counter, under lock, tells proprietor any minute how business is running.

Under lock is private record of each sale and clerk who figures in each transaction.

A receipt printed automatically goes to every customer.

Shows amount, kind and clerk who made transaction. This receipt enforces proper record of every cent taken in by each clerk.

This counter shows total number of customers waited on during the day.

This drawer belongs to clerk "E." Each clerk has his own individual cash-drawer.

Cash Registers for every line of business and one price for all

Cut off here and mail to us today.

**NATIONAL CASH REGISTER COMPANY DAYTON OHIO**

I own a \_\_\_\_\_ store. Please explain to  
me what kind of a register is best suited for my business.  
This does not obligate me to buy.

\_\_\_\_\_  
Name  
\_\_\_\_\_  
Address  
\_\_\_\_\_  
No. Clerks



# The First Annual Dominion Convention

OF THE RETAIL MERCHANTS' ASSOCIATION OF CANADA

Held in the Board Room, Montreal, on October 12th, 1905.

## REPORT OF PROCEEDINGS

The first annual Dominion Convention of "The Retail Merchants' Association of Canada" was held in the Association Board Room, 88 St. Denis Street, Montreal, on Thursday morning, October 12, 1905, at ten o'clock. Mr. J. G. Watson, President of the Montreal Branch, welcomed the delegates, and thanked them for their attendance. He stated that this meeting was the commencement of a new era in the life of the Association, as it not only marked the growth and development of the organization, but it would certainly have the effect of binding the two sister Provinces of Ontario and Quebec more closely together through the strong cord of our organization, and it proved once more that the strong ties of commerce had a wonderful effect in cementing the kindred interests of trade together the world over.

He hoped that the greatest harmony would exist throughout their deliberations, and he was pleased to welcome them to Montreal at their first meeting, especially as this city was the leading commercial city in the Dominion, and one well fitting the importance of the meeting they were called together to attend.

Mr. J. O. Gareau, President of the Provincial Board for the Province of Quebec, welcomed the delegates on behalf of the Province of Quebec, and he said that he fully concurred in the remarks of the former speaker that this was the most important meeting the Association had ever held, and he hoped that great good for the retail trade in all parts of the Dominion would come out of their deliberations. He then moved, seconded by Mr. H. C. Ellis, of Ottawa, that Mr. Watson act as chairman, and E. M. Trowern as secretary. Carried.

The consideration of the Constitution and By-laws was then taken up and gone over very carefully; and they were unanimously adopted without amendment as passed by the Provincial Boards of Ontario and Quebec.

The election of officers for the coming year was the next order of business, and resulted as follows:

Dominion President—A. L. Geen, druggist, Belleville, Ont.

Dominion First Vice-President—J. O. Gareau, dry goods, Montreal, Que.

Dominion Second Vice-President—

L. Albert Bayley, dry goods, Sherbrooke, Que.

Dominion Treasurer—J. A. Beaudry, Montreal, Que.

Dominion Secretary—E. M. Trowern, Toronto, Ont.

The officers being duly installed by the chairman, they expressed their appreciation of the honor conferred upon them, and Dominion President, A. L. Geen, took the chair.

The next order of business was "The Receiving of Resolutions," and a large number came before the meeting. Owing to lack of space it is impossible to give anything like a full report of the discussion that took place on them, so we merely present the resolutions, and how they were finally disposed of:

### Resolution No. 1.

That whereas at the last Convention of the Province of Ontario, and also of Quebec, the members thought that it would be beneficial to the Association if they could secure reduced rates on all railroads for our members, so that they could visit the wholesale and manufacturing centres more frequently. We, therefore, recommend that the Executive officers consult with the management of the various railways in Canada with a view of accomplishing this object.

### Resolution No. 2.

That whereas it is almost impossible for a large number of retail merchants to conduct their business without giving credit, we, therefore, consider it advisable that a uniform system of list should be prepared and forwarded to the Secretary of all our Boards and Branches for their endorsement, and with a view to establishing some method whereby retail merchants can protect themselves against those who secure credit and then make it a practice not to settle their accounts.

The Executive were requested to prepare forms, and prepare a full report on the subject.

### Resolution No. 3.

That whereas, through the representations of a few soap manufacturers, the giving of coupons was exempted from coming under the Criminal Code when the trading stamp law was being passed; therefore this meeting request the Executive officers to apply at the next session of the Dominion Parliament to have this law amended as it was originally intended.

It was unanimously decided that the Executive should confer with the Executive of the Canadian Manufacturers' Association, and if it was thought advisable to amend the above legislation, that they report to this Board.

### Resolution No. 4.

That whereas Canada is threatened with a development of the growth of the purely

mail order business, that we recommend that this question be considered by this meeting, and that the matter be referred to the Executive officers, and that they be requested to take whatever action they may deem necessary.

It was moved and seconded that the Executive officers prepare a report on this subject, and submit the same to all of our Branches so as to secure an expression of opinion from them as to the effect this system will have on their trade, and then present the full report to this Board. Carried.

### Resolution No. 5.

That having carefully considered the price contract plan, we heartily endorse the same, and recommend its adoption by as many sections of our Association as possible.

Carried unanimously.

### Resolution No. 6.

That it is the opinion of this meeting that it is unfair to all retail merchants to charge them fees for the inspection of their weights and measures; and we strongly urge the Executive officers to ask the Dominion Government at the next session of the Legislature that the fees charged for the same be abolished, and that the money required to maintain the system be taken out of the treasury, the same as is granted to farmers, labor unions and others for performing services for them.

Carried.

### Resolution No. 7.

That this meeting heartily endorses the request of the Provincial Grocers' Committee as recommended to this Board by the Provincial Boards for the Provinces of Ontario and Quebec, asking that the present Adulteration Act be vigorously enforced.

Carried.

### Resolution No. 8.

That whereas complaints have been made that the present Custom inspection on border towns throughout the Provinces is not as vigorously carried out as it should be; we request that some action should be taken on this matter by the Executive officers as speedily as possible.

It was moved and seconded that the attention of the Minister of Customs be called to this resolution, and that all those who have specific charges to make be requested to submit them to the Dominion Secretary, who is requested to confer with the proper authorities, but not to reveal any names of those who correspond with him. Carried.

### Resolution No. 9.

That it is the opinion of this meeting that the officers of corporations should be made amenable to the law the same as individuals are now held responsible under the law, and that, we urgently request the Executive officers to secure legislation in this matter at the next session of the Dominion Legislature.

## Hamburg Felt Boot Co.

New Hamburg, Ont. Limited

### HIGH GRADE FOOTWEAR

We manufacture all kinds of  
**Felt Boots and  
Shoes and All-  
Wool Lumber-  
men's Knitted  
and Felt Socks**

ABSOLUTE SATISFAC-  
TION in knowing that when  
you buy the HAMBURG Felt  
Boots you have the BEST  
GOODS MADE . . . . .

Write us for samples and prices. We have JUST WHAT  
YOU HAVE BEEN LOOKING FOR. We sell direct  
from our factory, and give you PROMPT SHIPMENT.



## JAMS, JELLIES, PRESERVES,

**PURE and  
UNADULTERATED**

Equal to the best English  
or Scotch imported, and  
at some 25 to 50 per  
cent. less.

Manufactured  
and for sale by

## E. D. SMITH

FRUIT GROWER AND SHIPPER,

**WINONA, ONTARIO.**

Also High-Class Nursery Stock, both Fruit and Ornamental.

## "Maltese Cross" and "Lion" Rubber Heels

**Just soft enough to give  
the most comfort**

**Just hard enough to give  
the most wear**

MANUFACTURED SOLELY BY

**The Gutta Percha and Rubber Mfg. Co.  
of Toronto, Limited**

HEAD OFFICES:

**47 Yonge St.,**

**TORONTO, Can.**

Branches

MONTREAL  
WINNIPEG  
VANCOUVER

## Seaforth Milling Co.

### MILLERS AND GRAIN DEALERS

Correspondence Solicited

**Seaforth, Ont., Can.**



It was moved and seconded that the above legislation be asked for at the next session of the Dominion Parliament. Carried.

#### Resolution No. 10.

That we endorse the request of the Provinces of Ontario and Quebec in asking the Dominion Government to send us copies of all bills introduced into the Dominion House, and all other necessary reports that will keep us in close touch with any proposed changes in any Act, and that this matter be referred to the Executive officers to be dealt with.

Carried.

#### Resolution No. 11.

That whereas a large number of complaints have been presented to the Provincial Boards of the Provinces of Ontario and Quebec, setting forth that the system of charging cartage at both ends is unfair; we, therefore, request the Executive officers to gather full information on this subject, and submit the same for the consideration of this Board.

Carried.

#### Resolution No. 12.

That it is the opinion of this meeting that it would be advisable and in the best interests of our Association if some system was adopted whereby more protection could be given to our members regarding the equalization of their insurance rates, and that this question be submitted to the Executive officers for consideration and report.

Carried.

#### Resolution No. 13.

That we recommend the Dominion Board to consider the advisability of applying for a Dominion charter for our Association at the next session of the Dominion Parliament.

Carried.

#### Resolution No. 14.

That this meeting decide that the trading stamp legislation secured at the last session of the Dominion Legislature be vigorously enforced, and that the Secretary and Treasurer be instructed to carry out the decision of this meeting with their usual vigor and energy.

Carried.

#### Resolution No. 15.

That in accordance with the Constitution we request the Secretary and Treasurer to secure bonds to an amount to be decided upon by the Executive Committee.

Carried.

#### Resolution No. 16.

That this Convention recognizes the importance and usefulness of our official organ, "The Retail Merchants' Journal of Canada." We read it with interest, and we get the benefit of the information published therein, knowing that it proceeds from a knowledge of the conditions which surround the retail trade. We, therefore, as a Convention representing the Provinces of Ontario and Quebec, appreciate the support given to its columns by the advertisers, and we recommend that the members, as far as possible, should patronize and purchase goods from the firms who advertise in its columns, and thus show that we appreciate their patronage. We also consider it necessary that the attention of all members should be directed to this resolution by the chairmen of all Branches of our Association at all their monthly meetings.

Some very flattering remarks were made on the growth and development of our journal, and the advertisers were heartily thanked for their support, and the resolution was unanimously carried.

The election of a Dominion Auditor then took place, and Mr. J. J. Mullen, of Bedford, Que., was unanimously chosen.

The members then discussed some of the details for the carrying out of the work for the year, and after short and enthusiastic addresses were delivered by the members

President Geen asked the assembly to close the meeting by singing the National Anthem, and the first Convention of the Dominion Board of our Association closed with a general feeling that a long step had been taken to bring about some very necessary reforms in the retail trade of Canada.

The place and date for holding the next Convention was left with the Executive officers to arrange.

\*\*\*

### A THRIVING INDUSTRY AT OTTAWA.

It is quite within the memory of the comparatively young that the old rail fence, and even the unsightly stump fence of pioneer days, was a common sight within short distances of the cities and towns. The march of progress, depletion of timber and inventive genius, combined with the desire for neat appearance has wrought a change, however, and it is only in the remote newly settled rural district, where timber is plentiful, that this class of fencing is now to be seen in profusion, and even in these districts the modern wire fence is being in many instances used.

The fence of the present is of wire, and the enormous and rapidly increasing demand is taxing every Canadian factory to its utmost capacity.

Among the prominent progressive and successful manufacturers of wire fencing in Canada is Mr. J. L. Flanders, of Ottawa, who has succeeded in making a high reputation for himself and his goods. His connection extends over the whole country, and hundreds of miles of his fencing extend along the lines of the Grand Trunk, Canadian Pacific and Canada Atlantic Railways, and it is quite probable that he will furnish the Grand Trunk Pacific with a large amount of fencing and gates.

Quite recently he completed the contract for the Dominion Government Improvement Commission, for fencing and gate work for the magnificent drive-ways. The Ottawa gates manufactured by Mr. Flanders are said to excel all other productions in Canada for good work, long wear and handsome appearance.

Another branch of the firm's industry is the manufacture of fire escapes of a superior grade, and the escape recently placed on the new St. George's Hall at Ottawa is considered the best piece of structural iron work of the kind in the city. Other contracts for this class of work have been completed at the Windsor and Gilmour Hotels and the great Cory Block at Ottawa.

The present large plant owned and operated by Mr. Flanders is located on the Canadian Pacific Railway about four miles west of Ottawa, but will shortly be operated in a large building in the centre of the city. The old works will be used for the manufacture of bob-sleighs, which are

already being turned out. This is a line of business in which Mr. Flanders has had a large experience in the Maritime Provinces, where he manufactured heavy sleighs for lumbering purposes. The timber used in the sleighs is of the best hardwood and secured in the Parry Sound district. All the timber used in these sleighs is thoroughly boiled in oil, a process which preserves the wood and imparts to it a quality of durability not attainable in the natural state. The manufacture of these sleighs is now in full operation and orders are being filled at prices that compete favorably with any similar establishment in Canada.

At both plants the shafting is being fitted with the Chapman Double Ball Bearings and will be one of Ottawa's finest industries.

\*\*\*

### OSHAWA MERCHANTS.

Referring to the mercantile business of the town, the "Oshawa Reformer" says: "Oshawa retail stores are putting on their fall dress, and the display made is one of which our merchants have every reason to be proud. Better dressed shop windows are not to be seen in any town in the country. Neither in quality and variety of materials, nor in the taste displayed in showing the goods, do our people take a second place. There is an old saying, oft quoted, that 'distant hills look green.' But people who are competent to judge and who have used well their powers of observation always return to Oshawa from visits to other towns with a greater respect and truer appreciation of our own merchants. The Oshawa dealers have as keen business acumen as those of any city. They are in perfect touch with the demands of customers and the condition of the world's markets. Their expenses are lower than those of some of their competitors, and their customers get the benefit."

The retail merchants of Oshawa should certainly patronize their local paper when they read the above.

\*\*\*

### WILL OF LATE E. M. MORPHY

The late Edward M. Morphy, jeweller, left an estate valued at \$37,551. The will was made on August 3rd of this year. Yesterday his brother, Thomas, Walter S., nephew, and Murray Pettit, brother-in-law, applied for probate. The estate includes interest in real estate, 141 Yonge Street, valued at \$48,000, with a mortgage on it for \$21,000, \$27,000. The estate is divided as follows: Maria Morphy, widow, \$4,900; Edward J. Morphy, son, \$4,900; Frederick J. Morphy, son, \$4,900; Lena M. Morphy, daughter, \$5,650; Gertrude M. Fraser, daughter, \$4,900; Amy M. Malone, daughter, \$4,900.

## THE ROCHESTER LAMP CO.

Call attention to their large stock of

**Oil and Gas Lamps, Glass Shades,  
Chimneys, Burners, Etc.**

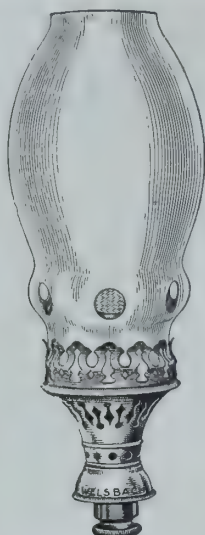
If you want the best  
selling Gas Lamp  
write us for either

**The Welsbach,  
No. 71.**

**The Lindsay,  
No. 5.**

OR

**The Wieduhold**



We also have a full  
line of the cheaper  
Lamps and Mantles  
at very low  
prices.

If you are in the line  
for Gas Fixtures send  
for our Catalogue and  
Prices. To be had  
for the asking.

**THE ROCHESTER LAMP CO.**  
**109 CHURCH ST. - - TORONTO**

We Solicit Comparison

## W. H. Snyder Pianos

They are appreciated by cultivated musicians  
and are the preferred instruments in musical circles.  
Any person with musical proclivities can readily  
understand, that

### Trueness of Tone

is absolutely necessary to the preservation of correct  
musical taste.

### The Snyder

is the highest grade piano made, and is the constant  
choice of the leading masters.

Sold on easy payments. Write us for catalogue  
and prices.

**W. H. Snyder & Co.**

Berlin, = Ontario

Waterloo cars pass our door.

**3 — GOOD —  
SELLERS**

## BREAKFAST CEREALS BEAVER OATS . SWISS FOOD . .

MERCHANTS CAN SAFELY RECOMMEND  
ANY OF THE ABOVE. MADE UNDER  
NEW AND IMPROVED PROCESS.

**CLEAN—ABSOLUTEY PURE—NO HULLS.**

**GOLD MEDAL**

AT "WORLD'S FAIR."

**MUST BE GOOD OR NO MEDAL.**

**NOTHING BETTER.  
KEEP WELL STOCKED.**

**P. McINTOSH & SON**  
**TORONTO, CANADA**



**ONEIDA**

COMMUNITY'S  
WELDLESS

**Cow Ties.**

ILLUSTRATION  
SHOWS THE

**NIAGARA**

**WIRE LINK**

**OPEN RING TYPE**

**ALSO MADE IN CLOSED RING, THREE  
CHAIN and DOMINION (or "Short") TYPES.**

ONEIDA COMMUNITY COW TIES CAN BE  
HAD OF ALL THE LEADING JOBBERS.  
WE INVITE CORRESPONDENCE WHERE  
ANY DIFFICULTY IS EXPERIENCED IN  
OBTAINING OUR GOODS.

**ONEIDA COMMUNITY, LIMITED,**  
**NIAGARA FALLS, ONT.**



# The First Annual Provincial Convention

OF THE RETAIL MERCHANTS' ASSOCIATION OF CANADA  
FOR THE PROVINCE OF QUEBEC

Held in the Board Room, Montreal, on October 11th, 1905.

## REPORT OF PROCEEDINGS

The first annual Convention of the Retail Merchants' Association of Canada for the Province of Quebec was held in the Association Board Room, 88 St. Denis Street, Montreal, on Wednesday, October 11, 1905.

Upon motion, Mr. J. G. Watson, President of the Montreal Branch, was chosen to take the chair, and Mr. J. A. Beaudry to act as secretary. In a well-chosen address Mr. Watson welcomed the delegates on behalf of the members and officers of the Montreal Branch, and he was pleased to know that the good work, so well started in the city of Mont-

powers limited. They could not carry much weight in the Provincial Government, and they had little or none in the Dominion Parliament, and they found that they were again handicapped by not being in direct touch with the retail trade generally.

They, therefore, took a larger step, and entered into correspondence with their fellow retail merchants in the Province of Ontario. This led to a personal visit to Toronto by their officers, who found that they had an excellent Provincial organization, but they, too, were limited in their efforts, and the merchants from both Provinces were very anxious that the two Provinces—in fact every Province in the Dominion of Canada—should become united. This led to the formation by us of a Provincial Board; and they had met for the purpose of adopting the Constitution, which they had gone into very carefully with their fellow merchants of the Province of Ontario, and to elect officers, and consider what matters of legislation should be dealt with at the next session of the Provincial Legislature. He thanked those present for their attendance, and trusted that great good would come out of the meeting, and that at their next Convention they would be able to report a very large increase in their Branches throughout the Province.

The chairman then explained that the first order of business would be the consideration of the adoption of the Constitution and By-laws as submitted to the members at a joint meeting of retail merchants from Ontario and Quebec, and which was now before the meeting. After due consideration it was moved by Mr. J. O. Gareau, and seconded by Mr. L. A. Bayley: that this meeting, having gone carefully over the Constitution and By-laws, we hereby endorse the same, and recommend its adoption by this meeting, and also by the Dominion Board for their adoption as the official Constitution and By-laws of The Retail Merchants' Association of Canada.

The next order of business was the election of officers, which resulted as follows:

Provincial President—J. O. Gareau, dry goods merchant, Montreal.

Provincial First Vice-President—L. A. Bayley, dry goods merchant, Sherbrooke.

Provincial Second Vice-President—L. V. Marchessault, general merchant, West Shefford.

Provincial Treasurer—J. G. Watson, boots and shoes, Montreal.

Provincial Secretary—J. A. Beaudry, Montreal.

The newly-elected officers were then duly installed for the coming year. They thanked the members for the honor that had been conferred upon them, and they all expressed the desire that the Association would go forward and prosper.

President J. O. Gareau then called upon Secretary J. A. Beaudry to read the resolutions that were before the



L. A. BAYLEY  
1st Vice-President, Provincial Board

real, was now spreading, and he hoped that it would not be long before every city and town in Quebec was represented in the Association.

He outlined the commencement of the organization in Montreal. At first, he said, each line of trade had their separate associations, and, while they were attempting to improve their local trade conditions, they were very much handicapped by not being able to control or regulate their general trade conditions, and that led them to an affiliation, and they formed "The Federation of the Retail Dealers of the City of Montreal." Through this organization they endeavored to give expression to the general requirements of all the single line associations in the city, but as the Federation increased in usefulness they found its



L. V. MARCHESAULT  
2nd Vice-President, Provincial Board

meeting and it was moved and seconded that they be read and considered one by one.

A large number were presented and after careful discussion they were endorsed by the meeting, and which had also been endorsed by the Provincial Board for the Province of Ontario, and they were recommended to be forwarded to the Dominion Board for their consideration, and which will appear in the report of the Dominion Board meeting in this issue.

The following resolutions, which have reference only to the Province of Quebec, were then considered:

### Resolution No. 1.

That in our opinion it would be advisable to request the Executive officers of the Provincial Board to look very carefully into the effect of the operation of the recent travelers' license tax on the retail commerce of

THE  
**ELMIRA SPRING BED  
 AND MATTRESS CO.,**  
 ELMIRA, ONTARIO.

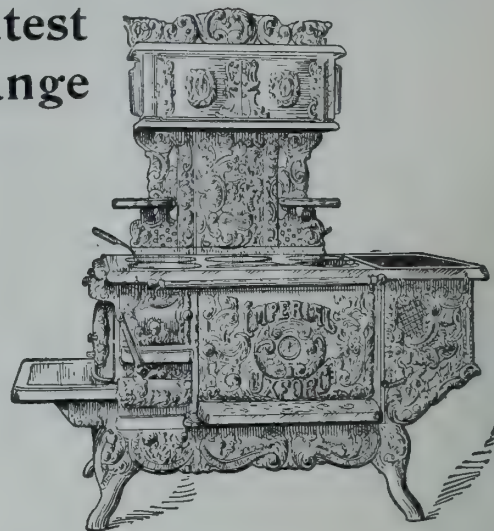


WHOLESALE MANUFACTURERS OF ALL KINDS OF

Bed Springs and Mattresses,  
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WRITE US.

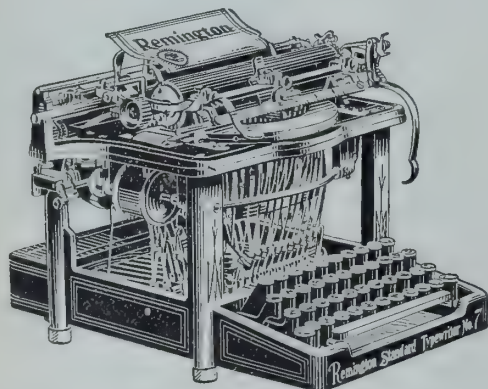
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**The Imperial Oxford**

Is the Most Up-to-date Range on the Market and the  
 Most Economical Fuel Saver with Defusing Oven Flue, Draw  
 Out Oven Racks and Grate Draw Out in front. Sold at

**GURNEY'S, 231 Yonge St. and 287 College St.**



**A Remington  
 Typewriter**

Is just as essential to the Retailer as a Cash Register.

THE ONE IS A BUSINESS GETTER.

THE OTHER, A BUSINESS CHECKER.

Our new FREE booklet, "How to Build up Trade," is  
 brimful of interest to YOU, and is yours for the asking.

**Remington Typewriter Co.,**  
 Limited,  
 TORONTO, ONTARIO.

**Trade  
 Bringers**

**The Leader  
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New Model (Style "E.")  
 Angle, Steel Frame, Bicycle  
 Ball Bearings, Hand and  
 Foot Combination Drive,  
 quickly detachable from Bar-  
 rel. Spring attachment to  
 treadle, giving an easy and  
 elastic motion.

**The New Century  
 (Ball Bearing)  
 Washing  
 Machine**

Has been on the Canadian market  
 about three years.

It has been said that: "The memory  
 of equality lasts long after the price  
 has been forgotten."

This applies to the New Century  
 most emphatically.

It is built to satisfy, and it does  
 satisfy both the dealer and user.



**The Dowsell Manufacturing Co., Ltd.,**  
 HAMILTON, CANADA.



the Province, and take whatever action they may deem necessary in the matter to protect the retail interests.

The unanimous decision of the meeting was in favor of the adoption of the resolution, and the secretary was requested to forward to each member of the Executive copies of the Act, so that they would be ready to consider the matter at their first meeting.

#### Resolution No. 2.

That we are of the opinion that the fee for the transfer of grocers' licenses in Montreal should be amended and brought back to the original amount.

Carried.

#### Resolution No. 3.

That we think it desirable that an amendment be made to the Pedlars' and Hawkers' License Act, and also to the Transient Traders' Act; and that this matter be dealt with at the next session of the Provincial Legislature.

This resolution caused considerable discussion, and it was pointed out that the number of pedlars travelling throughout the Province were on the increase, and that the fees were not high enough to protect the retail merchant, who carried large stocks and paid taxes, rent, light and wages, etc.; and this resolution was unanimously endorsed and ordered to be dealt with at the next session of the Provincial Legislature.

#### Resolution No. 4.

That in our opinion we consider the fees charged for the collection of small debts in the Division Court are too large on sums under \$100, and that this matter be taken up by the Executive and dealt with at the next session of the Provincial Legislature.

This also proved to be an amendment which was much desired, and it met with the hearty approval of every member present. They all agreed that it was an impossibility for retail merchants to decide that the credit system could be abolished. Credit would always be given, especially with groceries, meat and goods of daily consumption, which are ordered over the telephone or gathered by the drivers on their daily morning's rounds. But when credit was given in good faith the system for collecting the account should be made more simple. It was an absurdity to have to pay two or three dollars to collect a two or three dollar account; and the members present were very much in favor of the system proposed by the Provincial Board for the Province of Ontario, and they unanimously endorsed the resolution, and requested the Executive to prepare legislation to amend the present Act at the next session of the Provincial Legislature.

#### Resolution No. 5.

That it is the opinion of this meeting that if the city council of the city of Montreal decide that it is advisable to license all slot machines, that no discrimination should be made between telephone or other companies, and that all using the same should be treated alike.

This resolution was carried unanimously, and the secretary was re-

quested to forward a copy to the Mayor and members of the City Council.

#### Resolution No. 6.

That it is the opinion of this meeting that it is advisable to amend the Lacombe law regarding the payment of small accounts.

This was also unanimously endorsed, and the motion carried.

The newly elected officers were then elected as representatives on the Dominion Board, and Mr. J. J. Mullen, of Bedford, Que., was appointed Auditor.

The place and date for the holding of the next Convention was left for the Executive to arrange, and also the detailed arrangements for carrying out the resolutions adopted by the meeting.

Short and interesting addresses were then delivered by the newly-elected officers and members, and the Convention closed, everyone leaving with a strong desire to greatly increase the organization before the next Convention.

\*\*\*

### THE PARMENTER, BULLOCK CO., OF GANANOQUE.

One of the most progressive industries of the thriving town of Gananoque is the nail and rivet works of The Parmenter, Bullock Co., which employs one hundred and fifty hands, and is a busy hive of industry during the entire year. The output of wire nails and rivets is enormous, with the demand for the goods steadily increasing. The patent tubular and bifurcated rivets are articles in constant use and high favor all over the country. In modern appliances, automatic machinery, careful and shrewd business management, the establishment is up-to-date in every particular. Some of the machines seem to be almost human in their intricate operations, and many of these are used exclusively by the company. Besides the patented tubular and bifurcated rivets, iron, brass and copper rivets for every use are produced. Overall buttons and rivets and riveting machines are also manufactured. Added to the above the product of the factory includes bit braces, shoe and coat buckles, ice creepers, picture nails, carriage nails and washers, and many other varieties of small hardware. In the possession of such a factory the town of Gananoque is fortunate. It is yearly adding wealth to the town in many ways, not the least of which is the weekly distribution by the employees of a portion of their wages among the retail merchants. It keeps Canadian capital in Canada and distributes it among Canadians, and Canadian dealers should accord The Parmenter, Bullock Co. a liberal support.

\*\*\*

The Bain Carriage Co., of Buffalo, will open a branch at Hamilton.

### A COAL MINE DEAL.

A few days ago at a special meeting of the Lehigh Valley Railway directors, held at Philadelphia, the purchase of the entire capital of Coxe Bros., the Delaware, Susquehanna and Schuylkill Railroad and allied water companies and other water companies, together with all collieries and property, was authorized. The properties will be paid for by the issue of collateral trust bonds, which will be redeemed beginning in 1907.

The purchase of these properties carries with it the ownership of all the collieries and mine properties of Coxe Bros. & Company, including over 1,100 miners' houses, all the real estate of that company in Chicago and Milwaukee and the floating equipment in New York harbor, as well as the railroad equipment of the Delaware, Susquehanna and Schuylkill Company, which has a total mileage of 76.51 miles. The purchase includes all coal mined and on hand, together with all railroad and mine supplies. The properties of the Coxe Bros. & Company are in the anthracite district of Pennsylvania, and are free of any mortgage incumbrance. The purchase price has not been made public.

The Lehigh Valley Company will take possession on November 10th.

Coxe Bros. & Company are the largest individual operators in the anthracite field, their annual capacity exceeding 2,000,000 tons. It was subsequently learned on good authority that the bond issue will be for \$19,000,000, bearing interest at the rate of 4 per cent. Coxe Bros. & Company, it is stated, will take \$12,000,000 of this issue.

\*\*\*

### THE PRICE OF MILK.

After November 1st the wholesale price of milk will be \$1.15 per eight-gallon can, an advance of five cents a can over last year's prices, but the same price that prevailed in the winter of 1903-4. Contract terms were extended from six months to a year.

This was decided upon at the annual meeting of the Toronto Milk Producers' Association a few days ago. The following officers were elected: President, J. Chester, Bendale; vice-president, J. W. Breakey, Newtonbrook; secretary-treasurer, Alex. McCowan, M.P.P., Scarborough; Executive, L. E. Annis, Scarborough; W. Watson, Pine Grove; A. J. Reynolds, Scarborough Junction; M. Ramsey, Downsview; J. McKay, Woodbridge; B. Riley, Emery.

\*\*\*

The London Machine and Tool Company are moving to Hamilton.

The Manning Wood Fibre Co., of Toronto, have opened a factory at Owen Sound.

Wm. Gray & Sons, carriage manufacturers, of Chatham, are establishing a branch at Winnipeg.

YOU SHOULD SELL

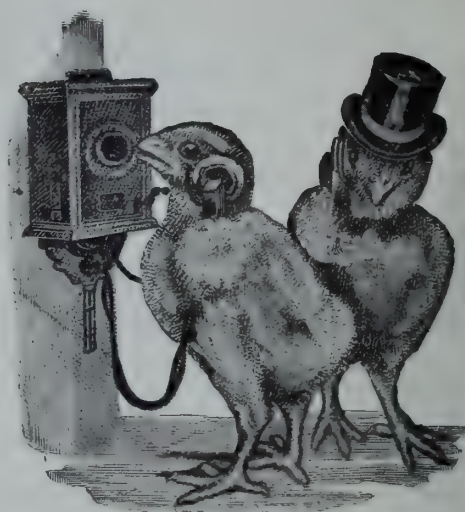
# MYERS' SPICE OF LIFE

USED FOR HORSES, CATTLE AND POULTRY,  
and thus patronize home industry. There is a good  
profit to the dealer.

## Myers' Royal Spice Co.

took the only medal awarded at the World's Fair,  
St. Louis, Mo., 1904, for Cattle and Poultry Spices.  
Also, they hold other six first prize medals procured  
in Europe, and four first diplomas from various Cattle  
and Poultry shows in Canada.

Write for prices, also a book worth 25c. on this  
subject will be sent free to anyone writing for same.



## Use Myers' Spice

It causes more eggs to be produced  
than any other condiment can do

Also Myers' Condiment for Cattle

MYERS' ROYAL SPICE CO., NIAGARA FALLS, ONT.  
and NEW YORK.

IF YOU WANT TO

# KEEP WARM

NEXT WINTER, ORDER YOUR

# COAL

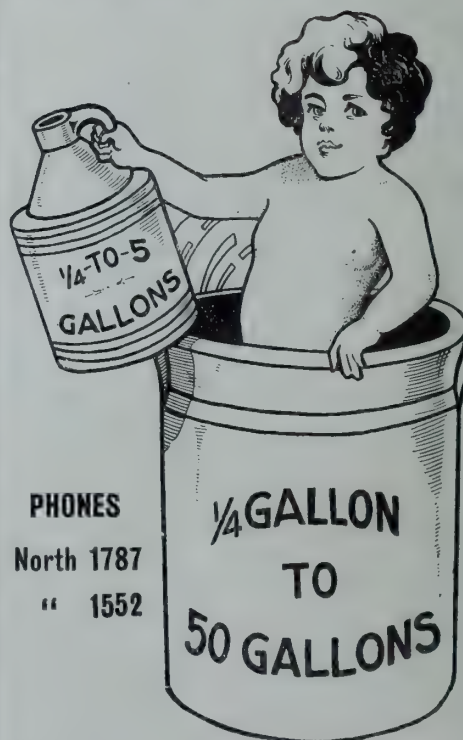
OF US.

IT'S COAL THAT HAS  
PLEASED FOR YEARS

'Phone 131 Main

## P. BURNS & CO.,

44 KING STREET EAST  
TORONTO.



PHONES  
North 1787  
" 1552

We  
MANUFACTURE  
The best  
and most  
attractive  
STONE  
WARE  
Marketed  
in the  
Dominion

Ask for  
Catalogue

## The Toronto Pottery Co., Limited

75-81 Cottingham St., Toronto, Ont.



The  
**Retail Merchants'  
Journal**  
of Canada

THE OFFICIAL ORGAN  
of  
**The Retail Merchants'  
Association of Canada**  
(INCORPORATED)

“All Retail Merchants United”

PRICE, \$2.00 PER ANNUM,  
IN ADVANCE

Correspondence is invited, but we do not hold ourselves responsible for the statements or opinions of those using our columns.

Copy for change of advertisements must be sent to the office, 21 Richmond St. West, Phone M. 2316, not later than the 1st of each month.

Secretary and Editor, E. M. TROWERN  
21 Richmond St. West, - - - Toronto

Treasurer, J. A. BEAUDRY,  
88 St. Denis St., - - - - - Montreal

OCTOBER, 1905

### HOW MERCHANTS ARE INJURED BY SMUGGLERS.

At the recent annual convention of our Association, the question of having some means adopted and enforced to prevent the smuggling evil was discussed. The matter will be taken up with the Dominion authorities, and the influence which is wielded by our large and rapidly growing Association will undoubtedly move the powers that be to cast about for more stringent means to protect the revenue of the country, and the retail merchant. Smuggling in border towns is a pernicious practice that deprives the local merchant of a very considerable trade which should be his, and it is one of the difficult questions which the Government have to deal with. Wholesale smuggling by dealers is easy to prevent, but it is the petty acts of individuals which causes a revenue leak and a falling off of the retailers' trade. Methods adopted by petty smugglers are as numerous as pebbles of the beach, and in many cases the perpetrator seems to derive more satisfaction from the fact that he or she evaded the law,

than from any real or imaginary slight pecuniary advantage obtained by the purchase of goods in a foreign country. There is a very erroneous idea too prevalent among people that goods purchased away from home, and especially in a foreign country, are superior to those offered by their local merchant. They visit American cities on vacation trips, buy goods promiscuously and resort to various ingenious ways, pass the custom officers on their return, and in ninety-nine cases out of every hundred they succeed. Perhaps, however, the fault lies as much with the customs officials as it is with the smuggler. The examination of baggage is a mere formality, little pains are taken to discover contraband articles. Sometimes the officers are acquainted with the smugglers, and for personal reasons hesitate to expose the popular misdemeanor. In many cases, too, the smugglers are the wives, daughters, or relatives of the political friends to whom they owe their position, and they fear to make a seizure lest their position be jeopardized. Such conditions encourage the smuggler to the detriment of the merchant. According to press despatches the merchants of Chatham suffer considerably, and during this month no little excitement was occasioned by the rumor that a large number of residents were to be summoned for breach of the Revenue Act. In referring to the question a reporter of the Toronto "Star," who made enquiries into the matter, and interviewed officials, wrote as follows:—

"Chatham is only sixty miles from Detroit, and hundreds of citizens go every week to visit, and incidentally to do some shopping. They go via the Thames river on the "City of Chatham" three times a week for sixty cents. A season ticket only costs \$5, and every Thursday the railways run a \$1 excursion. It is via the steamboat route that most of the smuggling is done, although the train has its fair share.

"If the Government put a stop to smuggling," said Deputy Sheriff Beeston, "the steamboat company would have to go out of business. Their passengers are almost exclusively those who go to make purchases in Detroit.

"The ladies go about it systematically. Some have large pockets sewed to the inside of their skirts, in which

they place the goods they buy. Others take their babies in baby carriages and the little ones on the return trip sit on top of the purchases. Others, again, more openly carry baskets and grips. The boat goes to Chatham at nine o'clock at night, and one Customs' officer stands on each side of the gang-plank while the crowd of four hundred push off as quickly as possible. It is impossible to conduct any kind of an inspection, and the presence of the officials is recognized as a mere formality. The passengers bring back from \$1 to \$40 worth of goods apiece.

"Every class is represented in the smugglers. The leading church and society women, whose conduct is in every other way irreproachable, think it no harm to evade the Customs.

"You can't convince a woman that to smuggle is a crime," said Judge Houston this morning. "Ever since the days of Eve if you tell a woman she mustn't, she makes up her mind that she will.

"The goods that are thus brought in without duty are mostly boots and shoes of all kinds, skirts, jackets, cloaks, and trinkets of all kinds. This practice of going out of town for goods naturally cuts quite a large hole in the profits of the local merchants. Some of these, when seen, thought the Government might easily stop a great deal of the illegal trading by putting women detectives on the boat and on the trains who would have power to search all suspects."

Besides the class of smugglers above referred to, there are others who it is said do business on a larger scale for a numerous clientele, by means of small boats and gasoline launches. These small craft land in the night at convenient points along the shore with hundreds of dollars' worth of dutiable goods. It is this latter class which is the harder to apprehend, but representation by the retail merchants and the influence of our Association will undoubtedly stir the Customs Department to practical action to devise means to end this contravention of the law of the country, which is so injurious to the merchants of border towns and those only a few miles inland.

\*\*\*

Officers and members of all Branches and Sections of our Association are requested to send all Association news or items of general interest to retail merchants in to our office before the 10th of each month, so that they can be inserted in this Journal.

**ALL LEADING GROCERS**

BUY THE

**Peacock  
Brand of Wines**

BECAUSE THE QUALITY IS ALWAYS THE FINEST, AND CONSUMERS WHO ORDER ONCE, ALWAYS ASK FOR PEACOCK BRAND.

**PURE, UNFERMENTED, WHOLESOME.**

MADE FROM CANADIAN FRUIT.

**FLAVORS**—GRAPE, RED CHERRY, BLACK CHERRY, STRAWBERRY, RASPBERRY, GINGER, TOKAY.

Put up in cases of one dozen.

Ask your Wholesaler for these goods.

**BATES MANUFACTURING CO.,**

LIMITED

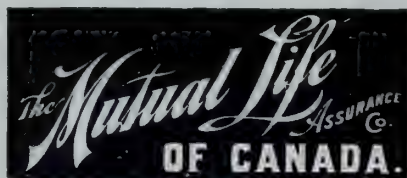
**9-11 Francis St. TORONTO, CAN.****MADE IN CANADA**TRADE **B** MARK

**B** SUSPENDERS ARE A PLEASURE TO SELL. THE MERCHANT KNOWS THAT HE IS GIVING HIS CUSTOMER THE **BEST MATERIAL** AND **BEST WORKMANSHIP** POSSIBLE.

ALL GOODS AT **\$4.00** AND UPWARDS ARE **GUARANTEED**. WE HAVE GOODS AT ALL PRICES, AND EVERY PRICE IS **RIGHT**, REPRESENTING GOODS THAT ARE **UNMATCHED**.

WE SOLICIT YOUR ORDERS.

WE SHIP PROMPTLY.

**THE****BERLIN SUSPENDER & BUTTON Co.****Manufacturers, BERLIN, ONT.**

The healthy growth of this Company may be seen by a comparison of the following figures for decennial periods:

Year	Payment to Policy-holders	Assets	Surplus	Assurance in Force
1874	\$ 5,854	\$ 33,721	\$ 4,293	\$856,500
1884	66,073	652,661	47,223	7,835,900
1894	301,681	2,866,559	277,647	18,767,698
1904	524,615	8,220,530	772,072	40,476,970

Extract from the President's Annual Address, March 2, 1905.

The indications are that the present year will be the best in the history of the Company.

ROBERT MELVIN, President. GEO. WEGENAST, Manager.  
W. H. RIDDELL, Secretary, WATERLOO, ONT.

**THE MAPLE LEAF  
SAW WORKS**

MANUFACTURERS OF

ALL KINDS OF SAWS, PLASTERING TROWELS, IRON AND BRASS BED-STEADS. ALL SAWS TEMPERED UNDER OUR SECRET PROCESS, WHICH TOUGHENS AND REFINES THE STEEL.

**Our Hand Saws** ARE SUPERIOR TO ANY OTHER MAKE ON ACCOUNT OF THEIR FINISH AND TEMPER. NO MECHANIC'S TOOL CHEST IS COMPLETE WITHOUT A MAPLE LEAF HAND SAW.

**SHURLY & DIETRICH**  
GALT, ONTARIO



# Mail Order Houses vs. Retail Merchants

Every Wholesale and Retail Merchant should read this

Up to the present time the retail merchants of Canada have not had the serious competition of the purely mail order houses to contend with, as the retail merchants have had in England and the United States. The retail trade of Canada outside of the large centres, where the department stores have entered, has been building steadily and slowly, and stores have been opening in the various localities where the needs of the people required them, and the stocks have been accumulating according to the needs and requirements of the district. Retail stores have been the nucleus or central pivot around which all the prosperous cities and towns of the world have been built, and the retail merchants' property to-day is the most highly assessed property in any city or town in any part of the world. A few merchants in Canada have given the mail order business considerable attention, and have issued very complete catalogues illustrating the merchandise they carry in stock, and quoting the prices they are prepared to sell them at.

Among the issuers of catalogues the department stores have perhaps given the system the greatest attention, and they have endeavored as far as possible to send their catalogues all over Canada, and from all accounts they have been enabled to secure a very large trade from the extreme Eastern and Western portions of the Dominion.

From present indications, however, new competitors in the form of purely mail order houses are about to enter the Canadian field, one concern is now organizing with a capital stock of one million dollars, and from the statements set forth in one of their prospectuses, they contemplate saving the consumer "two-thirds, or about forty per cent." on the amount of their purchases, which they say is now paid to the retail

merchant, and in addition, they offer to give 7 per cent. on all preference stock of the company, and 5 per cent. to all stockholders who are customers. As a specimen of the literary product of some pen who can certainly weave a beautiful picture for prospective investors, and one who presumes to show the enormous profits that are supposed to be made by the wholesale and retail trade, it should be read by every retail merchant in Canada.

To those who may not have an opportunity of perusing this persuasively written document, we quote a few of their arguments and inducements.

They start out by saying that:

The mail order business is the latest method of handling merchandise in the great trade evolution of the twentieth century.

Some mail order houses in Chicago are turning over \$40,000,000 annually in face of very keen competition. There is at least one large business house of this nature for every six millions of population in the United States, which demonstrates that there is a field for this business, right in Canada.

It is quite common for capital in mail order houses to earn from 40 to 60 per cent. in dividends; and we are firmly convinced that Canada to-day has a better field for this business than the United States. Several large concerns who started in business less than twenty years ago with very limited capital are worth millions to-day. In fact, the turnover of 1904 of the purely mail order houses in Chicago alone was upwards of \$100,000,000.

They then proceed to give the history of some mail order houses:

First.—One mail order house in Chicago started in 1895 with a capital of \$150,000 and an annual business the first year of less than \$600,000. This firm has grown from that small beginning into an annual trade of \$35,000,000, and divides among its partners the enormous sum of \$2,000,000 annually in profits, or about 1,300 per cent. on its original capital.

Second.—One of the pioneers in the mail order business started about the year 1880 with a few hundred dollars in a small office in Chicago.

He offered a half-interest in the business for \$2,000, but was unable to find a buyer. That same half-interest to-day is worth \$3,000,000, and is paying such large dividends that it could hardly be bought at any price.

Third.—Ten years ago a Chicago capitalist invested \$40,000 in a mail order business then just starting. He was connected with the business for six years, and sold out at that time for considerably over one million dollars, in addition to having received very large annual dividends during that period. In six years the mail order business had netted him over thirty times his original investment, and all this was done by close individual partnership management.

We ask, therefore, what may be expected from our plan where we have thousands of partners holding twenty, fifty, or one hundred dollars in shares, and located all over the Dominion, each one helping the business not only by dealing with the company, but by telling his neighbors how cheaply he can buy everything he wants through us.

Then they proceed to explain:

**What a Purely Mail Order Business Is.**

1. A purely mail order business aims to handle **anything and everything** which enters into the daily needs of the people.
2. It does its business with **the consumer**, by mail, through the medium of catalogues, which accurately describe the goods it handles.
3. It is the only intermediary between its customers and the manufacturers, and it eliminates thereby a **tremendous profit**, which now goes into the pockets of the **wholesale and retail merchants**.
4. Its customers are enabled to buy their goods at prices which mean a saving to them of from 20 to 40 per cent.
5. It receives its orders by mail, and its customers' instructions are carefully carried out as to whether the goods are to be forwarded by mail, express or freight.
6. It sells goods for cash only, which must accompany the order.

**Why Purely Mail Order Houses are an Absolute Financial Success.**

1. Doing business by mail, its warehouse can be situate where shipping facilities only are considered; hence no capital is invested in **retail centres**, where property is extremely valuable and tax assessments correspondingly high.

## IT PAYS US

To give our customers satisfaction  
in Price, Fit, Material, Workmanship.

AND

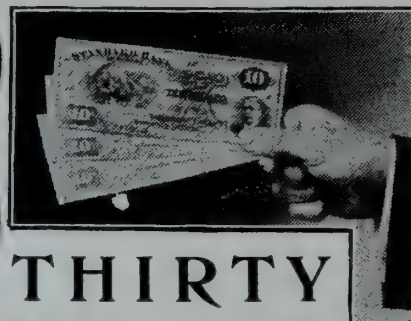
## IT WILL PAY YOU

To investigate what we say.

**G. Hawley Walker**

For Ordered Clothing.

**126 Yonge Street,  
Toronto, Ont.**



## THIRTY DOLLARS

Gave these young people a start  
by providing tuition for a three  
months term in our well known  
School—The

**Central  
Business College**  
OF TORONTO

We are helping over 1200 young men  
and Women each year to good business  
positions. We provide 20 teachers,  
give best and most modern courses, and  
produce good results.

Our Catalogue is free on request. Write for it.

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ELMIRA, - - - ONTARIO

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MEDIUM and HIGH CLASS

## FURNITURE

FANCY TABLES, TAB-  
OURETTES, CHAIRS,  
ROCKERS and DINERS.

IF YOU WANT ANY OF THE  
ABOVE

**WRITE AND TRY US**

EVERY ARTICLE A READY  
SELLER AND A

**MONEY MAKER**

SATISFACTION GUARANTEED.  
WATCH OUR ADV. EVERY ISSUE.



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## STOREY'S

"The Best Made Gloves  
in America"

Such is the praise given, not once or  
twice, but many times to

## Storey's Gloves

If good glove judges have so expressed  
themselves, do you not think you can  
handle

## Storey's Mitts and Gloves

with advantage to your trade?

How are you prepared for Fall trade?  
Do you need some good lines in Men's  
Fine Gloves? Anything in heavier goods  
for rougher wear.

Mail Orders Always Welcome.

**W. H. Storey & Son, Limited**  
ACTON, ONT.



2. It has no capital invested in store and window fixtures to display goods, and no goods can be damaged by such display.

3. It has no high-salaried floor walkers, or expensive modern systems of handling cash or parcelling goods; it requires only such a staff as will get out and complete its daily order.

4. It has no clerks who have to be on hand whether customers are many or few.

5. There is no expense covering the speedy delivery of goods, which in itself is enormous in a retail store.

6. Its assets are of a staple and always marketable nature, goods in daily demand and consumption, nothing perishable being handled.

7. It has no capital invested in plant or machinery except that which facilitates the getting up of orders.

8. Goods are paid for before being shipped, hence no losses.

9. Whole families can buy their entire requirements in one place.

10. Good times or hard times do not affect it. When times are dull the public is more disposed to study its purchase and buy in the lowest market.

11. It buys in the largest quantities direct from the manufacturers who produce the best goods.

12. Its catalogues are widely distributed in Canada; therefore its field is the Dominion.

13. Its capital can be turned over from ten to fifteen times a year.

14. Its running expenses are about one-fifth that of a retail business.

15. Its policy is the most liberal known. It will refund money instantly on demand without question or controversy if a customer is dissatisfied with his purchase.

16. Its guarantee goes with everything it sells."

#### Comparison of Expenses.

A large Chicago retail store doing \$7,000,000 per annum employs about 3,000 clerks. A mail order business in Chicago doing \$17,000,000 employs about 2,000 clerks. The mail order house does nearly three times the business with two-thirds the number of clerks, and, by taking into consideration the difference in rent, taxes, delivery, etc., it is easy to see that a retail store cannot compete with an exclusive mail order house.

Our merchant princes to-day have not made their money out of the retail business, or it is pretty well understood in business circles that their phenomenal success dates from the introduction of the mail order department in their business, and yet as long as they are harnessed to a retail business there is no chance for them to compete with a purely mail order house.

#### No Limit to Mail Order Business.

It handles every line of goods from threshing outfits to a spool of thread; large and heavy merchandise is listed and shipped from the fac-

tores; the smaller wares are stocked and shipped from the company's warehouses. The retail store has a small circle of customers, while the mail order house counts its patrons from Newfoundland to British Columbia; the retail store handles but few lines of goods at best, while the mail order house supplies everything required.

#### How We Do Business.

We buy our goods direct from the manufacturer, thus cutting off all middlemen's profits. Supposing a wholesale house charges 30 per cent. advance on its goods, which it must do in order to meet the enormous expense it is put to; the retail merchant buys from this wholesale house and marks his goods at a further advance of 30 per cent. on his cost—that makes 60% profit on the original cost of the goods. We can run our business for less than one-third of this 60 per cent., and save our customers two-thirds, or about 40 per cent.

Wherever mail order houses have been started they have at once taken a very large share of the trade. Any person who has the cash to pay for his merchandise soon takes advantage of the great saving in prices, which accounts for the phenomenal success of this business in the United States, where hundreds of millions of dollars' worth of merchandise are handled every year.

The large dividends paid by mail order houses are the result of the quick turning over of capital, amounting to ten times and more during the year. Arrangements are made with manufacturers of implements, pianos, buggies, and all heavy goods to have them shipped direct from the factory to the consumer, thus obviating the necessity of carrying these lines in stock.

We have a practical mercantile management working for the success of the business; we have also thousands of shareholders all through Canada working for the success of the business. This is "co-operation harnessed" with practical individual management, and will most assuredly meet with even greater success than have the purely co-operative societies or the individual partnership mail order houses.

To all holders of two shares or more a special discount of 5 per cent. is given on all their purchases from the company's catalogue.

You may become a shareholder in a business whose trade will reach all over Canada, with the public at large and its employees sharing in the profits and working for the success of the business, which is bound to eclipse the greatest mercantile enterprise, both in point of view of the magnitude of the business and the net profits produced.

One hundred dollars invested now in this business may be worth \$1,000 in five years. In other words, you get the profit which now goes to your local dealer.

Kindly send us your name and address for our mailing list and in due time we will send you our catalogue.

We have gone somewhat fully into the chief claims of this prospectus so as to call the attention of the retail trade to what this company, or all other companies of a similar character, propose to do. Briefly if their plan succeeds they propose to do away altogether with the wholesale and the retail merchant who is carrying a stock, and they desire to supply the consumers direct from the manufacturer. If they had their way and their theory was carried out to its ultimate conclusion thousands of towns and villages in Canada would be marked only by blacksmith and cobbler shops, post-offices and express companies. The post-offices would have to be enlarged and owned absolutely by the Government, and equipped with a large staff of Government-paid clerks to handle the business of these mail order companies, the expenses of which would have to come out of the Dominion Treasury, and these companies would get the benefit, whereas now the retail merchants own upwards of ten thousand post-offices in Canada, and most of the retail merchants who are postmasters are operating them at a loss to themselves, with a hope of reward from those who may purchase when they call for their mail.

These mail order houses would prefer to sell the farmers and artisans all the staple and fancy goods, and leave such goods as eggs, coal oil, sugar, vinegar, fruit, nails, watch glasses, milk, bread, boot laces, plug tobacco, panes of glass, tooth ache gum, etc., for some poor unfortunate retail merchant to supply. It would be inconvenient to have coal oil, vinegar, or panes of glass sent by mail, and it would be rather difficult to ask the weeping child to reserve its tooth ache until the tooth ache gum came by mail, or to ask the boarder to wait until the eggs arrived. But this is only a small sample of the inconvenience our respected mail order promoters would inflict upon us. Their great desire is to save the consumer as they say "about forty per cent.," and while



they are doing that they offer to turn a one hundred dollar investment into a thousand dollar one in five years.

The statement they make regarding the enormous business done by mail order houses in the United States, and by co-operative houses in Great Britain is unfortunately true, and as these places have succeeded, the trade of the wholesale and the retail trade has diminished in proportion until the evil has grown to such large dimensions that the wholesale and retail merchants of these two countries are now making desperate efforts to devise some way whereby they can preserve their trade and maintain their usefulness in the community.

Is it fair that the retail merchants of the cities and towns of Canada should be compelled to be used as places of convenience for those who forget to order by mail, or those who want to buy perishable articles. Are we who pay the largest share of the taxation of our cities and towns to sit quietly by and see the money that should be put in local circulation rolled up and sent away to the mail order houses, and say nothing? The time to remedy this is now, Canada is just entering upon a larger growth. She is calling the attention of the capitalists of the world, her population is increasing, her towns must multiply, her merchants must be prepared to increase their stocks. We as retail merchants pay for all the raw material put into merchandise, all the duty, all the labor, all the profit of the manufacturer and the wholesaler, and we become storehouses for the public benefit. If it was not for the wholesale and retail merchants the outlet would become congested, the manufacturer would find it difficult to finance, wage-earners would suffer, banks would be ruined, and the public be greatly inconvenienced. We pay the largest proportion of taxation, fire insurance, street improvement rates, gas and electric light bills; and we have more than double the capital invested in our business than that of any other mercantile class. Is it reasonable that we are going to sit quietly down and see mail order houses

eat into our trade, and take away our staple cash lines and leave us with profitless goods and poor credit customers? Oh, no. It must be remembered that we are Canadians, brightened with the experience of our ancestors and neighbors, and we are proud of our country. We are jealous of the retail trade of our cities and towns, and our Association is formed to protect it, and with the assistance of every loyal retail merchant in this Dominion we intend to show the older and larger countries of the world that Canadians may be young in years, but they have adopted in a practical way the old, well-known motto, and want to have it woven into our flag, "What we have we hold."

From now on this subject will be taken up vigorously in the columns of this Journal, and we shall be pleased to have copies of all mail order catalogues received by our members forwarded to this office.

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#### INCREASING RANKS.

The construction of the new transcontinental railway, the Grand Trunk Pacific, is being commenced, and when the line is completed it will mean the addition of 4,500 miles to Canadian railways. To carry out this work an enormous amount of material will be required. It has been figured that the project will require 10,500,000 ties, nearly 500,000 tons of rails, 42,000,000 spikes, 5,000,000 bolts, 2,500,000 angle bars and fish-plates, guards and tie-plates also in the millions. It is estimated 500 locomotives, 30,000 freight cars and 500 passenger cars will be required. Other items are bridge timber and steel, stations, telephones and telegraphs, water tanks, terminal facilities, fencing, etc., entailing an outlay of millions of dollars. What does this mean to retailers? It certainly means a large increase of business to retail merchants of every class along the line of construction, and it means the opening of many new retail stores to supply the wants of those who are directly or indirectly engaged in the work. It will vastly increase the ranks

of the retailers, and numbers give strength, provided there is a unity of method in the conduct of business. The many "new" merchants whom this great work will create, will enhance their condition and prospects by becoming members of a retail organization.

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The City Council of Brantford, Ont., wisely refused to entertain the Bell Telephone Company's offer for an exclusive franchise.

Membership in our Association combines a good business investment, with good fellowship, as it enables you to keep in direct touch with your fellow retailers in every city and town in the Dominion, and places you in readiness to redress all commercial wrongs.

The civic authorities at Ottawa are agitating to enforce the by-law compelling all merchants to have their awnings eight feet above the sidewalk. The Toronto authorities endeavored to enforce the same by-law, but the members of the Toronto Branch of our Association protested, and succeeded in having the by-law amended to seven feet three inches.

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#### NEW MILL AT BOWMANVILLE.

The Mackay, Limited, new pot barley mill which has been erected at Bowmanville on the site of the old mill, which was destroyed by fire some months ago, is now completed, and has been running for a few weeks. The new mill is one of the most up-to-date and complete in the Dominion to-day, and will do as much work in eleven hours as could be done in twenty-four in the old one. It is thoroughly equipped with all the most modern machinery to be had. The mill is fitted up for both steam and water power, a large 100 horse-power engine having been installed. The building is of brick, three stories high, with basement underneath. This company ship to all parts of the world, and most of their manufacture goes out in car-load lots. Mr. James R. Code, Toronto, is president, and Mr. A. G. Holland, of Bowmanville, manager.

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A million dollar steel plant is one of the contemplated industries for Fort William.



## REPORTS FROM ASSOCIATION BRANCHES

### PETERBORO BRANCH.

#### Province of Ontario.

The annual meeting of Peterboro Branch was held in the rooms of the Y.M.C.A. on Monday evening, October 9th, 1905, at 8 o'clock.

President Robert Fair in the chair.

The minutes of the last meeting were read and confirmed.

The President opened the meeting by stating that he was pleased to see so many present, and he hoped that good work would be done during the coming year. He then read the following report:

To the Peterborough Branch of the Retail Merchants' Association:

Gentlemen,—As presiding officer of this association to which position you were kind enough to elect me some years ago, I deem it my duty to make a report of the good work accomplished by the local branch and the general association.

When the local board was first organized our attention was directed to the abolition of trading stamps, a system that was not only detrimental to the interests of the merchants, but conferred no benefit whatever on the purchasing public. The general association took up this matter, and after a vigorous campaign, in which we were opposed strongly by the trading stamp concerns, legislation was passed by the Ontario government abolishing their use. Last year the good work was extended, and an Act passed by the Federal parliament making the use of stamps illegal and abolishing the system within the confines of the Dominion.

This is only one of the many abuses that encroached on the welfare of the merchants generally, which the general organization has been successful in having removed.

Other matters that I might mention that have been taken up are the proper labeling of foodstuffs for the protection of the public and a fairer and more equitable assessment of large corporations and departmental stores, and the abolition of open misrepresentation of the quality and value of goods by these gigantic organizations.

Since our last annual meeting I am pleased to report that so great has been the advancement of Peterborough that it has assumed the dignity and status of a city. Our growth in industrial and commercial matters has been steady and most satisfactory. New factories are constantly being established and older ones extended and their capacity greatly increased. I am pleased to notice also that there is a marked improvement in nearly all our business houses, and I can safely say that for general appearance and up-to-date features, the majority of them are nowhere surpassed in Canada.

Another evidence of the solid character of the city's progress and increase of business in Peterborough is the establishment of branches here of two of the leading banks in Canada—the Bank of Nova Scotia and the Bank of Ottawa.

During the year a city ordinance was enacted, but since repealed, which if put in

Secretaries or other Officers of Local Branches are asked to contribute to this department. Items of interest to Local Branches are desired.

operation would have seriously affected a large number of merchants who are unfortunate enough to occupy premises that will not permit of the receiving and opening of goods, without serious inconvenience and hardship. I refer to the by-law prohibiting the receiving and unpacking of goods on the sidewalk. While I am free to admit that the privilege extended to retail merchants in this respect has been abused, and in some cases, to an unreasonable extent, still, this association would enjoin its members and all other business men who are not members, that in the matter of receiving and unpacking goods, the work should be done as rapidly as possible and the cases removed forthwith. If this is done no further action on the part of the city council will be necessary.

During the past week, as president of this association, I have received an invitation from the fire, water and light committee to confer with the city authorities, the Board of Trade, the manufacturers and property-holders generally, to consider and devise some improvement to our fire protective system that will be more in keeping with the rapid growth of the city and the important interests represented.

During the past year owing to the large conflagrations in other places, rates have been advanced to such an extent as to make adequate insurance on the part of merchants, manufacturers and householders, generally, very burdensome.

Insufficient insurance in case of a great fire causes heavy loss and distress, and, in some instances, ruination. Personally, I heartily endorse the action of the city council in calling this meeting, and I would urge upon this association to appoint delegates to assist in improving and strengthening our fire department, and in the carrying out of a general plan that will be acceptable to all interested. I trust that the scheme devised will be such as to commend itself to the people, and that they will give the matter their endorsement should such a by-law be submitted to them at the forthcoming election in January, as I believe it should. It is needless to say that if a suitable and well appointed fire station is built, and properly equipped and manned, there would be such a material reduction in rates, not to speak of the advantages of adequate protection, that the small tax imposed would be but a trifling amount compared with the great benefit and sense of security which would be experienced by all. This is a matter of vital importance to every merchant, manufacturer and householder within the city limits.

I would enjoin upon the merchants, especially those who are not members, the importance of thorough organization—not for the enhancing of prices, but for the ad-

vancement of our mutual interests and the protection of the public generally. I would like to say a word on behalf of the Peterborough industrial exhibition, and the advisability of the merchants according this institution a more general and hearty support, the procuring of suitable property and the erection of adequate buildings which would be not only encouraging to ourselves, and the exhibition association, but also to those engaged in agricultural pursuits. The merchants must recognize that our exhibition must continue to be in the future as it has in the past, an important factor in the upbuilding and development of Peterborough.

We are also indebted to the local press for full reports of our meetings, and matters affecting our interests and welfare.

Trusting that our meetings in future may be more largely attended and that every member when he receives a notice, will make it a point to be present, and thanking my fellow officers for their hearty support and co-operation, I would like in conclusion that my successor may be tendered the same sympathy and assistance as I have received and also thanking the Y. M. C. A. for the use of these rooms for holding our meetings, I remain, gentlemen,

Yours sincerely,

ROBERT FAIR,

President.

Upon motion the President was thanked for the great interest he has taken in the work of the Association during the year, and congratulated upon his report which was received and adopted.

Dominion Secretary, E. M. Trowern briefly reviewed the work of the past year. The following resolution was then unanimously carried.

"That in the opinion of this meeting it is of the utmost importance to the retail merchants of the city of Peterboro, as well as to all householders and manufacturers, that adequate fire protection facilities be provided, and that we urge upon all the citizens of this city to support such measures as will provide sufficient funds so as to enable the municipal authorities to install, properly equip and man such a system as the urgent needs of the city demands, and that delegates be appointed by this meeting to co-operate with other bodies interested in carrying out this desirable object."

The treasurer reported that after all expenses were paid there was a balance on hand of \$45.50, which was considered very satisfactory.

The following officers were then elected:

President—Robert Fair.

First Vice-President—L. Brau.

Second Vice-President—T. C. Elliott.

Treasurer—Mr. Conlan.

Secretary—Mr. Oak.

A special committee was then appointed, consisting of Messrs. Fair, Elliott and L. Brau to wait on the



city council regarding the amendment to the by-law to prohibit the placing of barrels, packages, etc., on the business streets during certain hours; also to act and co-operate with other bodies and members of the city council to secure, if possible, better fire protection for the city. All present expressed themselves as being heartily in sympathy with the work of the Association, and hoped that every retail merchant in the city would become a member. The meeting closed, to be called again at an early date by the President and Secretary.

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### THE RETIRING CHAIRMAN HONORED.

On Monday evening, October 23rd, a special committee consisting of Messrs. S. J. Greer, J. S. Hall and John Caslor, waited upon Mr. Edwin R. Rogers, of Toronto Junction, retiring Chairman of the hardware section of the Toronto Branch of The Retail Merchants' Association of Canada, who has recently been appointed Inspector of Prisons and Public Charities, and presented him with a valuable travelling case.

The committee thanked Mr. Rogers for the close attention and devoted interest he has always given to the improvement of the retail hardware trade and congratulated him upon his new appointment and presented him with the following address:

"Dear Sir:—We, the officers and members of the Hardware Section of the Retail Merchants' Association, on learning of your retirement from our line of trade, could not let the opportunity go by without showing some appreciation of your services as Chairman of the said association. During the years you were Chairman we learned your value as a citizen and as an officer of the Association. Although your duties at times were very arduous, you accepted the situation in a manner which only a man of your ability can accept. On the evenings when we assembled together the Chairman was always in his place, when no doubt his business and home demanded his services, but these he overlooked for the time for the welfare of our trade.

"The Association takes this opportunity of congratulating Mr. Rogers on his appointment by the Ontario Government to such an important position as they have seen fit to appoint him to. We know in him they have a man who will give a good account of his stewardship. On behalf of the members of the Association we present this suit case to you as a slight token, for the very valued services you have given us, and we wish you and yours every prosperity.

"Signed,

"JOHN CASLOR,

"J. E. HALL,

"S. J. GREER."

Mr. Rogers heartily thanked the deputation for their kindly remembrance of him and wished them continued prosperity.

### DRUG SECTION—PROVINCIAL COMMITTEE.

#### Province of Ontario.

The first annual meeting of the Provincial Committee of the Drug Section of the Retail Merchants' Association of Canada for the Province of Ontario was convened at Toronto on September 25th, at 10.45 a.m., in the Association's Board Room, Chairman A. E. Walton presiding.

Mr. John Hargreaves, on behalf of the Drug Section of the Toronto Branch, welcomed the delegates from the different towns and bespoke careful consideration for the questions to be submitted for their deliberations.

President S. Corrigan, of the Toronto Branch of the R. M. A., was present, and in a brief address expressed his pleasure at meeting the section, and commended the delegates on their personal appearance, and for the work done by the Drug Section, which was one of the most active and progressive in the Association.

Mr. E. M. Trowern also spoke, and gave a brief history of the Association, its growth and present standing, including more than one province, as it now does.

Chairman Walton then gave a resume of the work of the Provincial Committee of the Section, which was formed a year previous.

The minutes of the previous annual meeting were read and adopted.

A discussion then followed as to the standing of the various delegates present, some being present as members of Drug Sections and others as delegates from the district meetings of the Ontario College of Pharmacy. It was finally decided that all present were eligible to take part in the proceedings if representing either organization, and members of The Retail Merchants' Association of Canada, and that the votes be limited to one from each section or association.

Chairman A. E. Walton presented the report of the Joint Committee on Trade Improvement and Contract Plan Work, which was a record of the year's work in connection with the wholesale and retail trade, including the correspondence which had passed between the two branches of the Committee and a number of manufacturers. This report made it clear that the labors of the year had been exhaustive, and that the co-operative scheme under consideration was impracticable owing to the attitude of the manufacturers, and that the contract plan was the only one that would improve the condition of the trade.

After considerable discussion the report was adopted as read.

The Section then adjourned for luncheon.

After luncheon the Chairman read some correspondence with the wholesalers which outlined the attitude of the joint committee toward manufacturers adopting the contract plan, and showing that the latter body

(wholesalers) were in accord with this attitude, taking exception, however, to the privileges accorded to co-operative buyers or syndicates. A long discussion took place on the system of doing business, followed by syndicate companies, and its bearing on the advancement of the contract plan. On this question the retail committee met the desires of the wholesalers by a strong recommendation that these companies regulate the division of profits in contract goods in the same manner as other wholesale houses, namely, on the amount of stock held rather than on the amount of purchases.

The following resolutions were then presented and adopted unanimously:

No. 1. That, whereas at the last meeting of the Provincial Board of our Association, a resolution was unanimously passed asking the Dominion Government to amend the Criminal Code, so as to make officers of corporations amenable to the law, the same as individual firms are now held amenable to the law. That this Committee place itself on record as being in hearty sympathy with such legislation and that we do all in our power to assist the Dominion Board to secure the same.—Carried.

No. 2.—That this meeting place itself on record as being in hearty sympathy with the legislation just secured by our Association in the Dominion House abolishing trading stamps, coupons and all other similar devices and that we recommend that druggists handle no goods that carry with them coupons or other similar inducements, and if necessary the manufacturers and wholesalers be notified to this effect.—Carried.

No. 3. That we strongly urge this convention to assist in every possible way the efforts being made by the Provincial Board of our Association to license patent medicine peddlars who sell patent medicines on market squares and throughout the cities and towns of this province.—Carried.

No. 4. That whereas a co-operative mail order company is now being formed in Toronto, which intends to deal in all classes of merchandise—patent medicines and toilet articles included—and to send catalogues all over the country, and sell at reduced prices, that this Committee place itself on record that those in our line who supply those companies cannot get our support.—Carried.

No. 5. That this meeting recommend that every retail druggist in the province should be a member of the Drug Section of our Association and pay his membership fees, whether he is paying a fee into the fund of the District Meetings of the Ontario College of Pharmacy or not.—Carried.

No. 6. Moved by Mr. John Hargreaves and seconded by Mr. E. W. Case, that the members composing the Council of the Ontario College of Pharmacy, when members of The Retail Merchants' Association of Canada, be ex-officio members of the



Provincial Committee of the Drug Section for the Province of Ontario, with full privileges of all delegates appointed to attend conventions.—Carried.

The following resolution was then presented by Mr. W. A. Karn and seconded by Mr. E. W. Case: That this meeting respectfully urge the Drug Trading Company and the Wholesale Jobbers' Association to adopt some arrangement that will conduce to the speedy accomplishment of placing as many articles as possible on the contract plan, and to strongly promote the general adoption of the contract plan, and that a copy be forwarded to each, and an early reply be requested.—Carried.

Mr. Karn here asked the chairman to be excused as he had an important engagement to keep in London, and must take the next train to be in time. Before leaving he very clearly pointed out to the present meeting the great necessity of care in selecting the retail members of the joint committee. He stated that there was a feeling abroad that the last committee, while composed of earnest workers, had been unsatisfactory in composition, containing as it did three members from the city of Toronto. To inspire confidence throughout the country he strongly urged that this committee be made representative of the whole province rather than of the city of Toronto.

The next order of business was the election of officers, and resulted as follows:

Chairman: Mr. A. E. Walton, Toronto.

First Vice-Chairman: Mr. E. Gregory, Lindsay.

Second Vice-Chairman: Mr. Henry Watters, Ottawa.

Treasurer: Mr. J. H. H. Jury, Bowmanville.

Secretary: Mr. E. M. Trowern, Toronto.

For places on the Trade Improvement and Contract Plan Committee eight nominations were made and a ballot taken, resulting in the election of the following: Messrs. H. Watters, E. W. Case, W. A. Karn, A. E. Walton and G. M. Petrie.

The five executive officers were appointed representatives on the Dominion Committee, which it was hoped would soon be formed so that the work could be carried out from ocean to ocean. It now rests with the other provinces to form Drug Sections and appoint their five provincial representatives so that the Dominion officers can be elected.

After various congratulatory speeches had been made by various members, the meeting closed to be called again by the Chairman and Secretary.

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A glove factory is to be added to Waterloo's industries. John Schondelwayer and Norman Eugelter have organized a company, known as the Waterloo Glove Manufacturing Company. They will manufacture gloves, mitts and gauntlets.

## DRUG SECTION MONTHLY MEETING.

### Toronto Branch.

The first fall meeting of the Drug Section of the Toronto Branch was held on the afternoon of Thursday, October 6th, in the Association rooms, Chairman W. J. A. Carnahan presiding.

The minutes of the previous meeting were read and adopted.

Mr. John Hargreaves, chairman of the Contract Plan Committee, reported that copies of resolutions passed at last meeting re Liquozone were forwarded to the parties as directed.

On motion of Mr. Cowan, seconded by Mr. Ellis, an account by Mr. Warren for legal work was ordered to be paid.

Mr. Hargreaves, as delegate to the Provincial Section, reported the work of that meeting. As a report of this meeting is published elsewhere in "The Journal" Mr. Hargreaves' report is omitted.

Mr. Walton, for the Trade Improvement Committee, reported that work in the north-west part of the city had been satisfactory, and a large section had accepted a schedule of prices, and was now working under it. He also reported the receipt of a cheque from H. K. Wampole & Co. of \$12.35, commission on sale of some preparations.

Mr. Hargreaves reported for the Contract Plan Committee the completed contract from the H. K. Wampole Co., and its issuance to the trade. He read a letter from the Ottawa Drug Section outlining the attitude of that body toward the firm of H. K. Wampole & Co. re the contract plan. A resolution of a similar nature was adopted by the Section on motion of Mr. Hargreaves.

No other business presenting itself, the meeting closed.

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### OTTAWA BRANCH.

#### Province of Ontario.

A special meeting of the Ottawa Branch was held in the Board of Trade rooms on Monday evening, October 2nd, 1905, at eight o'clock.

President Henry Watters presided, and the minutes of the last meeting were read and confirmed.

The president opened the meeting with a brief address, and was pleased to see so many present.

Secretary H. C. Ellis, who is also first Vice-President of the Provincial Board, gave a report of the annual Ontario Provincial Convention, which was received with great satisfaction, and especially when he stated that he had succeeded in bringing back with him a resolution that the next Provincial Convention would be held in Ottawa, and he stated that he wanted the members to do all they could to make the Convention one long to be remembered, as he expected all the Branches to be represented, and he would like to surprise the delegates by showing them the sights of the capital and otherwise entertaining them as it became a city like Ottawa.

Considerable business of importance was transacted, and the following officers were elected for the ensuing year:

President—H. Watters.

First Vice-President—C. J. Prevost.

Second Vice-President—G. W. Shouldis.

Treasurer—A. Rosenthal.

Secretary—H. C. Ellis.

The Treasurer's report was very satisfactory, and especially as a large number of new members had been added during the year.

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## MERCHANT TAILORS' SECTION.

### Toronto Branch.

A special meeting of the Merchant Tailors' Section of the Toronto Branch was held in our Board Room on Friday evening, October 20th, 1905.

Mr. T. Bilton, Chairman, presided. The minutes of last meeting were read by Secretary B. Saunders, Jr., and upon motion were confirmed.

The chairman opened the meeting by explaining that the meeting had been called to consider the evidence they should present before the Tariff Commission when they visit Toronto. After considerable discussion it was decided to submit the following questions to all the members in the city and also to the members of other branches, and ask for replies as early as possible. When they had been received a special committee would then be appointed to present the views of the retail trade before the commissioners:

1.—Are you in favor of a higher rate of duty on Woollens?

If so, at what rate?

2.—Do you favor a lower rate of duty on Woollens?

If so, at what rate?

3.—Was the preferential rate of duty satisfactory to you?

4.—Who do you find pays the increased rate of duty since the preference was taken off, your customer or yourself?

5.—Have you been able to get an increased rate in price to make up the increase of duty?

6.—Would you be in favor of a straight ad valorem duty or ad valorem and weight duty, as in force under the National Policy?

7.—Have you used more Canadian manufactured Woollens since the preferential duty was removed?

8.—Have you used Canadian Woollens?

9.—What is your opinion of them?

Several other matters of importance to the trade were considered, and the meeting adjourned to meet at the call of the chair.



"Just a little BIGGER than the rest

Just a little BETTER than the BEST"

Nothing can be more healthful than Canada Flakes with its Barley Malt and Maple Syrup, its crispy snappy flakes that hustle the gastric juices to assist digestion. No over-heated blood with pimples and eruptions result from such wheat food.



In Canada Flakes you receive all of the wheat in such a form as can be properly digested and all of the good assimilated.

Package is one-third larger than any other and sells for same money.

No wonder it has a phenomenal sale.



## STARCH SENSE

Have you ever had a customer complain because you sold her CELLULOID STARCH? Is there any other single line of goods in your store that has not at some time or other brought at least one kick?

Doesn't it pay to handle such an absolutely satisfactory line?

## CELLULOID STARCH

Is unquestionably the best starch, and your store's good reputation is always made better by selling the best.

There's just as much profit in it for you as in the inferior lines.

If you are not handling Celluloid Starch, begin now.

---

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*Brantford, Canada*



## OUR ASSOCIATION IN QUEBEC.

The good work of extending and solidifying our Association continues to progress in the most satisfactory manner by the organization of new Branches and the affiliation of sister organizations. Since the meeting of the Ontario Provincial Convention at the board room in Toronto, which was attended by delegates from Montreal and Quebec, a new and greater enthusiasm regarding more perfect and further reaching organization has been imparted to the retail merchants of the Province of Quebec. It is an enthusiasm, too, so deep-rooted that it will increase as time progresses and the benefits are more fully realized.

On the 28th day of September the merchants of Sherbrooke, Que., held a very largely attended meeting in that city. They called together the retail merchants from all parts of the Eastern Townships, and they decided to affiliate with our Association. Delegates were also appointed to attend the meeting of the Provincial Board in Montreal. The following were elected officers of the Branch of The Retail Merchants' Association of Canada: President, L. A. Bayley, Sherbrooke; First Vice-President, J. Marchessault, West Shefford; Second Vice-President, J. A. Wiggett, Sherbrooke; Treasurer, A. J. Hudon, Richmond; Secretary, J. J. Mullins, Bedford.

Messrs. J. O. Gareau, President; J. G. Watson, Treasurer, and J. F. Beaudry, Secretary, of the Provincial Board, addressed the meeting on the objects and benefits to be derived by belonging to such an Association.

Amongst those present were: Messrs. Estey, Eastman; J. B. LaBaron, J. Turner, North Hatley; Clough, Fisk, Ayer's Cliff; W. M. Brown, J. A. Lane, J. A. Orr, Lennoxville; J. R. Andrews, Bishop's Crossing; E. A. St. Dizier, W. R. Stevenson, Massawippi; R. A. Patrick, Birchtown; W. J. Kerr, Island Brook; A. E. D'Artois, Farnham; W. Lakeman, Compton; L. A. Bayley, J. A. Wiggett, A. P. Lomas, J. McKechnie, W. H. Wilson, E. X. Somers, S. Fortier, C. F. Oliver, A. Bergeron, P. Boucher, J. M. Nault, W. Lacroix, Echenberg; I. Smith, P. Therrien, R. J. Dean, W. E. Thornton, E. Mav, J. K. Edwards, J. A. Fournier, W. Crochetiere, N. Lacroix, D. O. T. Denault, Sherbrooke; D. W. Stenson, M. Marcotte, G. F. Moire, A. Pelletier, P. Royer, P. H. Courtemarche, J. E. Poutre, A. Lefrancois, M. Allarie, J. Lacombe, G. N. Ecurque, G. Belanger, J. R. Duncan, E. C. Fraser, T. Belanger, Sherbrooke; J. E. Blais, East Sherbrooke; L. Bartar, Marbleton; W. M. Pike, Rock Island; A. J. Hudon, F. Bedford, Richmond; J. J. Marchessault, West Shefford; J. Mullin, Bedford; Brown, Cowansville.

Mr. Bayley, in opening the meeting, referred to the previous efforts that had been made to complete ar-

rangements. The objects of such an association were to reform any abuses that might exist and to get better acquainted with each other. Mr. Bayley then called upon Mr. J. A. Gareau to address the meeting.

Mr. Gareau told them what had been done in Montreal by the Association. They were all aware that there were many things that the retailer had to contend with in this country, and the only way to bring about redress was by uniting. The saying "United we stand, divided we fall" was true in this particular. If united, everything was possible, and they could get anything they desired if it was right, from the Government, Provincial Legislatures and Municipalities. One association composed of one line of retailers could never succeed. In Montreal, until about twelve months ago, each Association worked separately, and although some good work was done, they were unable to deal with large questions, as they were not strong enough. The Governments would hardly recognize an Association with, say, one hundred members. About twelve months ago, the executive of the various Associations came together and decided to form a federation of retail dealers of Montreal, and since then they had decided to still further progress by becoming part of the still larger body, The Retail Merchants' Association of Canada. That meant that all Associations took action as one body, and they proceeded to deal with large questions which were affecting the retail merchants. There was a plague then raging in Montreal, and existed to some extent today. He referred to the green stamp question. This tax was being paid by retail merchants, and was a tax running from five to fifteen per cent. on the profits each year. That meant ruin to most retail merchants, and it was decided to endeavor to put a stop to this abuse by asking the Government to make it a crime for any one to sell stamps. It was not a simple matter to fight this question, and he just wished to point out to them how they succeeded by unity. They interested The Retail Merchants' Association in the Province of Ontario to fight the issue with them. A large delegation went down to Ottawa and by their strength they succeeded in inducing the Government to grant their request, because they understood that they were right. They passed the law which will come into force on the first of November. This action will put thousands of dollars into the pockets of the retail merchant. He was correct when he stated that some merchants were paying to green stamp people from three thousand to fifteen thousand dollars a year out of their profits.

Mr. J. O. Watson, Treasurer of the Provincial Board of the Province of Quebec, said that the bankers, manufacturers, insurance men, etc., were all organized and received favors from the Government and municipalities. What had the re-

tailers got? He did not know what they had, but he knew what they would get if organized. The retailers had never been in a position to get anything. Speaking of the green stamp question Mr. Watson said that the extinction of the green stamp was to protect the public just as much as the retailer. Another point which was detrimental to the retailer was the fact that many wholesale houses sold goods to friends. This has now been stopped. The question of early closing had only been brought about by the united action of the retailers, for previous efforts had proved failures. The pedlars' license in Montreal had been adjusted. He concluded by expressing the hope that the Eastern Township Retailers will affiliate with them.

Mr. J. A. Beaudry, Provincial Secretary, gave a lengthy explanation of the rules and regulations that would govern the merchants should they decide to become a branch of The Retail Merchants' Association of Canada. He contended that many of the abuses from which the retailers were suffering was due to the lack of organization. He gave a clear and comprehensive statement of the benefits to be derived by joining together. Every move made by any section which was thought detrimental to their interests, would be looked into.

Mr. Marchessault, Vice-President of the local Association, was of the opinion, that such an organization would be a great benefit to the retailer. He was pleased to see such a large gathering and felt sure such meetings were conducive of much benefit.

Several other interesting addresses were made, after which the election of officers was proceeded with.

Before adjournment it was decided that the Eastern Townships Retail Merchants' Association affiliate with The Retail Merchants' Association of Canada, which now has a very large membership throughout Ontario and Quebec.

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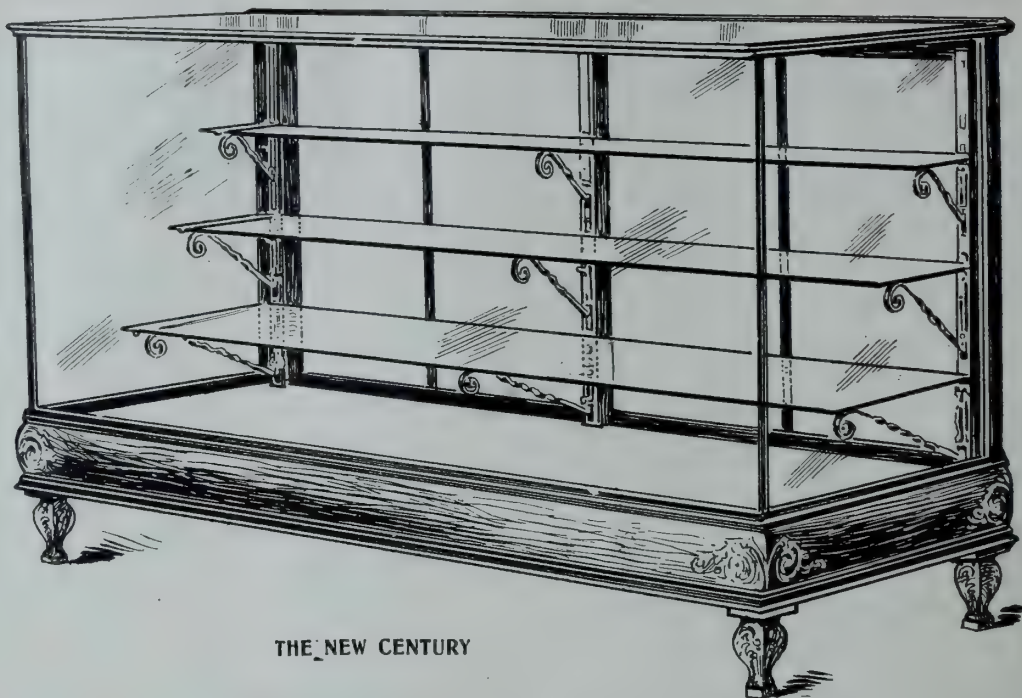
## MILK DEALERS' SECTION. TORONTO BRANCH.

The regular monthly meeting of the Milk Dealers' Section of the Toronto Branch was held in our Board Room on Monday evening, October 9th, 1905, at eight o'clock. Chairman E. R. Reynolds presided. The minutes of the last meeting were read and confirmed. The principal business coming before the meeting was the consideration of the buying prices for the winter season.

Several new members were introduced and joined the section.

\*\*\*

R. M. Brown and J. G. Milne, of Toronto, will establish a grist mill at New Liskeard.



THE NEW CENTURY

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 204 WELLESLEY STREET.  
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 ESPLANADE EAST,  
 Foot of Church Street.  
 BATHURST STREET,  
 Opposite Front Street.  
 PAPE AVENUE,  
 At G.T.R. Crossing.  
 YONGE STREET,  
 At C.P.R. Crossing.  
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THE  
**ELIAS ROGERS CO.**  
 LIMITED



**MONTREAL BRANCH.****Province of Quebec.**

The first meeting of the "Montreal Branch" of the Retail Merchants' Association of Canada was held in their Board Room on Wednesday afternoon, October 11th, 1905, for the purpose of electing their officers and men acting other business of importance to the Branch.

J. O. Gareau, President of the Federation of the Retail Dealers' of Montreal, presided, and in his opening address he referred to the steps that had been taken by the officers and members of the Federation to complete their arrangements so that they could form the larger body and assist in uniting with their fellow retail merchants of the Provinces of Quebec and Ontario in becoming part of, and building up one large association which he hoped would soon spread from ocean to ocean. He then asked for nominations for officers for the Montreal Branch of The Retail Merchants' Association of Canada. The following were then elected:

President: J. G. Watson, Boots and Shoes.

1st Vice-President: J. O. Gareau, Dry Goods.

2nd Vice-President: Frs. Martineau, Hardware.

Treasurer, P. Daoust, Grocer.

Secretary, J. A. Beaudry, 88 St. Denis Street.

The newly elected officers made short and appropriate speeches, and they were elected to represent the Branch at the coming meeting of the Provincial Board.

All the members expressed themselves as being hopeful that every retail merchant in Montreal and all other single line Retail Associations would become united with the Association so as to help the officers carry on the work which has been so well prepared.

A strong resolution was then presented and carried unanimously urging the Dominion Board to take prompt action in having the criminal law enforced against all persons who violated in any way the trading stamp legislation. The meeting then closed.

\* \* \*

**RENFREW BRANCH FORMED.**

Organization work in Eastern Ontario is steadily progressing, and new Branches of our Association are being formed as rapidly as Organizer James Eadie can visit the various towns and perform the preliminary work. At every unorganized town visited he finds the merchants a unit for organization, and only waiting until the matter is taken up in a systematic way by officers of our Association. The recent trading stamp legislation secured at Ottawa, which was given so much prominence in the columns of the daily and weekly press in consequence of the determined opposi-

tion of the trading stamp concerns, has done much to popularize our Association in unorganized districts. The interest which this aroused has led to enquiries and investigation respecting the aims, objects and accomplishments of the Association, with the most favorable result. Such being the case, the organizer finds the merchants in every town he visits ready, eager and anxious for his presence, with meetings well attended, and the beneficial aspects minutely and intelligently discussed.

Among the various places recently visited was Renfrew, where, notwithstanding the fact that a large number of the merchants were absent from town attending the Ottawa fair, a splendid meeting was held.

Mr. James Stewart was voted to the chair, and, with a few opening remarks, called upon Mr. Eadie, who spoke of the organization. The fact that a number of merchants were unavoidably absent was in no wise discouraging. Six years ago The Retail Merchants' Association of Canada had begun with five members; now it numbers five thousand. He made a splendid address in reference to the practical work of the Association.

Dominion Secretary, Mr. E. M. Trowern, followed Mr. Eadie, and in a lengthy but interesting address detailed the objects of the Association. He said it was only the retail merchants themselves who could look after their own business. The great aim of the age was organization. Almost every class and calling had its organization. It was only in this way that they could make themselves felt in securing good legislation. The retail merchants, if not united, would get the heavy end of everything. They had been paying more than their share, and it required good organization to bring about an equitable adjustment. He instanced some of the benefits which The Retail Merchants' Association of Canada had secured since its formation. This was shown in the new assessment law. The Association had succeeded in getting the assessment on the retail merchant's stock abolished and a business assessment substituted. He then went on to show how other callings had been benefited by being united. The Manufacturers' Association practically controlled the tariffs. The unity of the farmers had secured farmers' institutes, agricultural colleges, exhibition grants, dairy schools, etc., and the labor men by their unions had secured many advantages. If the merchants secured no special advantage, it was not the fault of the politicians; it was their own fault. If nothing was asked, nothing would be granted. The retail merchants must formulate their own plans, and ask for what they required. He referred to some experience the Association had with the big departmental stores in Toronto under the old assessment law. The Association had appealed against the assessment, and the consequence was that the city had received about

four thousand dollars additional taxes. He instanced the active efforts the Association had made to prevent unfair legislation being imposed upon retail merchants, which was asked for and promoted by other corporate bodies, and he pointed out some of the legislation the Association intends to present at the next session of the Provincial and Dominion Legislatures. In speaking of the proposed amendment to the Division Court Act, it was his opinion that credit could not be abolished, and it became the duty of retail merchants to facilitate as much as possible the collection of small debts at a small cost. The law should be fixed so that small debts up to a stated amount could be collected for twenty-five cents. He referred to weights and measures inspection fees, and proposed that such fees be paid out of the public treasury, as it was the public who received the benefit, and it was for the protection of the public that the inspection was established. He advised the merchants to patronize their local newspapers, which, he said, were the local merchants' best friend, as the large daily papers were almost everywhere influenced by large corporations through their advertising columns, and as proof of this referred to the whole page advertisements of the departmental stores in the daily papers.

Mr. Pedlow, one of Renfrew's large dry goods merchants, asked if the work outlined by the Association could not be equally well accomplished by a board of trade.

Mr. Trowern explained very plainly the difference between the two organizations, and gave instances of how a member of a board of trade, who was not a retail merchant, might be antagonistic to the requirements of the retail merchants. What might be beneficial to the merchant might be detrimental to the lawyer, insurance agent or others of a similar class. Besides, the main feature through which any good could be accomplished to benefit the condition of the retail merchants was the affiliation of each Branch, all working under the direction of one Executive head. This was a feature that was absent in boards of trade. They were formed to benefit the general interests of the town, and had no bonds of common interest with any other town or city outside of their own.

Most of those present spoke in favor of forming a Branch, and Messrs. Clark and Millar made a motion to that effect, which was unanimously carried.

Mr. Eadie remained in town to make a more thorough canvass of the merchants, and to call on those who were not present at the meeting; and we are pleased to say that he met with the most gratifying success, and that the Renfrew Branch will be one of the strong, active Branches of The Retail Merchants' Association of Canada.



# ONTARIO SUGAR CO., LIMITED

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## Extra Standard Granulated Sugar

ANALYSIS PROVES that Sugar made from **CANADIAN BEETS** has the same properties as that made from foreign Cane

TRY IT AND SATISFY YOURSELF

## To the Retail Merchant

DEAR SIR,—

Have you noticed the people who ask for Orange Meat? Are they not the ones whose judgment in purchasing goods of all kinds you would consider as being among the best of your customers? They buy it, because they recognize the fact that in Orange Meat they get the quality that is found only in the best goods.

Our sales in Ontario alone for the first six months of 1905 show an increase of 25 per cent. more than the first six months of 1904. This shows that quality counts. Do you get your portion of this increase in sales? You can get it if you go after it.

A pointer! Every time you sell 15c. goods at 2 packages for 25c. you rob yourself of the profits to which you are justly entitled. We want you to get all there is coming to you. This is why we got out the Jumbo package to sell for 25c. It contains more than twice the quantity of goods and you don't have to give away all of your profits.

It is a fact that a great many retailers are cutting out all other cereals of a similar nature and selling only the two sizes of Orange Meat. It does away with carrying so many goods in stock. The goods are fresher, their customers are satisfied, and the Grocer is better off at the end of the year. Why not try it yourself?

Yours very truly,



THE FRONTENAC CEREAL CO., Limited



## REGULAR MONTHLY MEETING, BERLIN BRANCH, ONTARIO.

The regular monthly meeting of the Berlin Branch of The Retail Merchants' Association of Canada was held on Monday evening, October 9th, at which there was a good attendance. President A. Weseloh presided.

During the past few years the merchants of the town have been imposed upon by athletic, secular and religious societies, which have sent out representatives to solicit contributions, and it was stated by several members of the Association that it has become a nuisance which should be stopped. It was recognized that there were exceptions to the rule and there were some instances where the contributions were made to worthy causes. It was unanimously decided that the merchants will give no more contributions to athletic clubs, secular or religious societies, unless it is endorsed by the Executive Committee of the Association.

The question of programme advertising was discussed and it was decided to leave it to the discretion of the merchant whether it was of value to his particular business to advertise in programmes. Advertising in hotel registers was considered of no value and was condemned by the members.

When the town council holds its next meeting the aldermen will be waited on by a large deputation of retail merchants, asking that the proposed by-law to amend the early closing by-law be not passed. The following committee was appointed to support the request that the by-law be left as it is: Messrs. A. Weseloh, Edw. Smyth, C. B. Dunke, L. D. Merrick, W. H. Leeson, J. F. Beck, A. Schmiedel, H. J. Aherns and E. A. Stahl. The three last named had signed the petition asking for a change.

The opinions given by the merchants were most interesting.

Mr. L. D. Merrick showed how it would interfere with other lines, if the grocers were to keep open in the evenings. Some of them carry crockery and glassware. That would interfere with his business. If he kept open it would cut into the hardware men's trade. Such a change would break up the entire system.

Mr. Leeson spoke in a similar strain. Some lines carried by grocers are handled by him. If the grocers and he were to keep open, it would conflict with the shoe dealers. The whole system is so inter-knit that if the by-law be changed the whole scheme would be destroyed.

Mr. E. Smyth considered that merchants here are slaves to business. In England the stores open at nine and close at six. He would be sorry to see any change in the by-law.

Mr. E. A. Stahl wants to see the early closing become general.

Mr. H. J. Aherns also favors early closing and wants to see the by-law carried out.

Mr. J. F. Beck and others were surprised that they had not been consulted when the petition for a change was being circulated.

Dunke & Co. expressed themselves in favor of the present by-law.

Secretary Brubacher was instructed to have neat window cards printed and placed in the windows of the stores complying with the early closing by-law and those who are not observing the by-law will be interviewed by the Secretary.

The subject for the next meeting will be: How can bad pays be tabulated?

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## ARNPRIOR ORGANIZED.

On the 12th of September, Secretary E. M. Trowern, and Eastern Organizer James Eadie, met the retail merchants of Arnprior at a largely attended meeting, with a view to organizing a branch of our Association in that town. They were well received, and keen interest was manifested by the merchants, who were fully alive to the benefits of local organization as a branch of The Retail Merchants Association of Canada, which is now taking its place as one of the most potent and influential organizations for mutual benefit in Canada. Mr. E. C. Armand, grocer, took the chair, opened the meeting and introduced Dominion Secretary Trowern, who prefaced his address by a reference to the needs of organization. He detailed the aims and objects of the Association, the work it had accomplished, and what it intended doing in the future, mentioning among other things the action of the Association in securing the trading stamp legislation. He also went into considerable detail concerning the Bills before Parliament, in reference to transient traders, hawkers, and pedlars, etc., in which it was proposed to secure such legislation as would relieve the merchant and the public from the nuisance, and the evils to which they were subjected in consequence of the unfair liberty now enjoyed and abused by this class of trade parasites. He explained the proposed amendments to the Division Court Act, intended to simplify and reduce the cost of the collection of small accounts. The abolition of fees for the inspection of weights and measures was dwelt upon, the making of corporations responsible for the actions of their servants, the same as private individuals, the payment of cartage rates at both ends of the route, fire insurance, and other matters of vital importance to every retail dealer were dealt with.

Mr. Trowern was followed by Mr. Eadie, who urged the formation of a Branch Association. He gave a very interesting account of the organization work that had been accomplished throughout Ontario, and of the rapid increase that was being made in membership.

At the conclusion of the addresses a general discussion followed, favor-

able in every feature to the formation of a branch. The addresses of Mr. Trowern and Mr. Eadie were so full of practical common sense, and the evidence of the good that had been accomplished by the Association was so plain that it was decided to then and there inaugurate a branch, and a resolution to that effect moved by Mr. Monteith, dry goods merchant, received unanimous assent. The election of officers was proceeded with, and resulted as follows:

President—E. C. Armand.

First Vice-President—Ralph Tait.

Second Vice-President—T. G. Gormley.

Treasurer—W. G. Whyte.

Secretary—W. Peachey.

Mr. Eadie remained at Arnprior a day or two enrolling on the membership list the merchants who were not present at the meeting, and securing signatures to petitions in support of the various bills which our Association now has before Parliament.

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## PICTON BRANCH FORMED.

Province of Ontario.

A well attended meeting of the retail merchants of the town of Picton was held in the Town Hall on Friday evening, October 13th, 1905, at 8 o'clock. Eastern Organizer, Mr. James Eadie opened the meeting by explaining that he had called upon all the merchants in the town and invited them to attend, and he found a general desire to form a branch of our Association.

Upon motion Mr. Davidson was elected to take the chair. He expressed his pleasure at seeing so many merchants present, and he thought it advisable to first call upon the Dominion Secretary to explain the aims and objects of the Association, and then they would have a better knowledge of what the proposed organization could accomplish.

Mr. E. M. Trowern, Dominion Secretary, then addressed the meeting at some length, setting out some of the objects attained and some of those they desired carried out. Upon the conclusion of the address the merchants expressed themselves as being heartily in sympathy with the Association, and a unanimous resolution was passed to form a branch of The Retail Merchants' Association of Canada.

The following officers were then elected:

President: K. Davison.

1st Vice President: J. Frith Fraser.

2nd Vice-President: J. C. North.

Treasurer: J. H. Porte.

Secretary: D. J. Goodwin.

Auditor: W. J. Carter.

The membership roll was then signed, and those who were not present would be called upon by Mr. Eadie, after which another meeting will be called by the President and Secretary.

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The newest, most modernly equipped, and up-to-date Rubber Mill in Canada. The "only one" selling direct to RETAIL MERCHANTS. "OUR MOTTO:" "FACTORY AND RETAILER HAND IN HAND." Productions marketed by most modern methods.

Branch Warehouses at most centrally located points for quick distribution. We "know" the RETAILERS' appreciation of prompt shipments and have the "wherewith" to do it. Goods shipped same day as order received, special shipping facilities for orders by night messages or "phones." We appreciate your requirements during sorting. "Write, wire, phone" us either at Factory or Branches, "We are at the other end waiting for you."

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LIMITED

WINDSOR, Ont.



MANUFACTURERS OF

Queen's Navy Plug Chewing and  
Queen's Navy Cut Plug Smoking.



**WATERLOO BRANCH.****Province of Ontario.**

The Waterloo branch of The Retail Merchants' Association of Canada held an enthusiastic meeting in the old Council chamber on Thursday evening, October 19th, 1905. There were present: President Mayor J. Uffelmann; Secretary E. H. Zick, A. Wismer, C. Steffler, H. F. W. Lorenz, A. Moyer, S. Gingerich, Geo. Cork, E. A. Strasser, F. G. Hughes, F. Ursadt, A. S. Duering, A. Weidenhammer, W. G. Weichel and E. J. Roos.

The advisability of advertising the weekly market was discussed at some length, and it was resolved to ask the Council for a grant of \$35 for this purpose. Circulars will be sent to the surrounding farmers, calling their attention to the benefits they would derive by attending the weekly markets, and disposing of their produce for cash. Circulars will also be sent to the townspeople asking them to patronize the home market. The association will do all in their power to work up a good live market for the town.

The transient traders' by-law will be strictly enforced in the future, and the town constable will be instructed to see that all pedlars doing business in town are supplied with the necessary licenses. The secretary was instructed to ascertain how many licenses have been granted to pedlars since January 1st, 1905. The meeting heartily endorsed the efforts being put forth by the Provincial Board to improve the present Transient Traders' and the Pedlars' License Act, and offered to give them every possible support.

A strong protest was lodged against the service of the G. T. R. station in town. Several members had lately been at the station to purchase tickets and get baggage checked, and although it was within a few minutes of the arrival of the train, the doors were locked. The same complaint was made with reference to the last train in the evening. The Association thought that it was up to the G. T. R. officials to see that the cause for complaint was removed.

Several small accounts were passed and the meeting then adjourned.

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**THE SECRETARY AT ALMONTE.**

The Almonte Gazette, of September 15th, prints the following account of Secretary Trowern's visit and address to the retail merchants of that town:

"There was a well attended meeting of the merchants in the council chamber on September 13th to discuss the formation of a branch of The Retail Merchants' Association of Canada in Almonte. Mr. Geo. Willoughby was voted to the chair, and Mr. E. M. Trowern, Dominion Secretary of the Association, was called upon. He spoke clearly for about an hour upon the larger questions which affect the re-

tail merchants of Canada as a body. The smaller questions which are vital to the merchants of each town, vary with the towns, and can only be dealt with through the merchants getting together and discussing them. The Retail Merchants' Association of Canada since its formation, has done much to alleviate the condition of the merchant, and is at present struggling for further reform. The revised system of assessment is an outcome of the Association. Other points which they are working are, a better insolvency bill, the trading stamp frauds, better control of pedlars and hawkers, lower costs for the collection of small debts, lower limit to garnishee, cheaper inspection of weights and measures, the liability of corporations vested in their president, the development of the contract system. On most of these points the merchants seemed to look favorably, but the contract system did not appeal to several of those present. This was probably due to the fact that they did not understand it. The contract system is one of the strongest and most reasonable economic tendencies of the last century, and in whatever country it has got a foothold, it has rapidly gained favor. Some of those present were apparently looking at the contract system from the wrong end. It is not a union of buyers, say in a town, who agree to pay such and such for eggs, or some other such commodity of an agricultural character, the supply for which is very elastic. The contract system works in the larger field of manufactured articles, although when it has gained full sway in its own field its influence will be directly felt in all departments. The system is a measure of protection of the small retail merchants. Suppose, for example, some large manufacturer is making a staple article at the cost of production of ten cents. The small retail merchant can probably use half a car-load of the commodity, and will probably pay twelve cents therefor. Then a large departmental firm comes along and offers an order for one hundred car-loads if they are given them for eleven cents. The manufacturer will, in most cases, comply. Now the small dealer, is compelled, on account of his limited profit if he is going to continue business. He will probably sell at fourteen cents at the least. But the capital, to sell his half car-load at a large firm with unlimited capital and one hundred car-loads bought at eleven cents can even for advertising purposes dispose of at least a portion of the lot for nine cents. The small merchant cannot compete in this kind of a struggle. The contract system corrects this. The manufacturer and The Retail Merchants' Association enter into a written contract under which the manufacturer is forced to sell to all buyers at the same price, and with the condition that the buyers must retail the article at the same price. To continue the illustration,

the manufacturer will enter into a contract to sell this commodity to everyone at twelve cents on condition that it is retailed at fourteen cents. If any one buys or sells this for less than the contract price, be they large or small, they are culpable under the law, and at least can have their supply of the article shut off. It is a system which must appeal to the merchant in the small town as one of his strongest weapons in fighting the large mail order houses. There are some staple articles which the small merchant knows such places, as Eaton's are selling at a loss, but he cannot follow them on account of his limited capital. If the T. Eaton Co. were forced to sell these articles at a fair profit or not get them, what a protection it would be.

"At the close of the address several merchants spoke briefly, and Mr. Eadie, organizer for Eastern Ontario, made a few remarks."

"It was then moved and seconded that a Branch of The Retail Merchants' Association be formed in Almonte, and that Mr. Willoughby be appointed chairman pro tem.

"Mr. Eadie is around among the merchants getting names, and as soon as the roll is complete a meeting will be held for the election of officers. By joining the Association the merchants, individually or collectively, do not commit themselves to any one policy. They are entitled to five votes on the Provincial Board, and can support whatever measures they think fit, or originate steps of their own."

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**STRATFORD BRANCH.****Province of Ontario.**

A special meeting of the Stratford Branch was held in the City Hall on Tuesday evening, October 17th, at 8 o'clock. Western Organizer S. A. Brubacher had visited all the merchants of the city and a good representation was present. Chairman J. L. Bradshaw opened the meeting and thanked the members for their attendance. He stated that the meeting had been called for the purpose of electing officers and hearing a report from the Dominion Secretary, E. M. Trowern, and from the Western organizer, Mr. S. A. Brubacher.

The reports were enthusiastically received, and all present felt that the good work done was of great benefit to every retail merchant.

The election of officers resulted as follows:

President: J. L. Bradshaw, China and Crockeryware.

1st Vice-President: T. J. Kyle, Hardware Merchant.

2nd Vice-President: A. C. Hoffman, Dry Goods.

Treasurer, R. S. Jones, Grocer.

Secretary: E. A. Rea, Druggist.

Auditor: J. A. Monteith.

A large number of new members signed the membership roll, and the Stratford Branch should accomplish good work during the coming year.



## NEW BRANCH AT PEMBROKE.

On the 2nd of October another good working branch of our Association was organized at Pembroke. For a few days previous to the initial meeting Mr. James Eadie, Eastern organizer, had been interviewing the retail merchants of the town, explaining the aims and objects of the Association, its advantages and its benefits. His reception was cordial, and the merchants generally hailed with a good deal of satisfaction the prospect of forming part of an organization which had already accomplished so much that is beneficial to the general business of the retail merchant, and which has in process of evolution many other changes which will greatly enhance the conditions and environments of the retail dealer.

When the organization meeting was called those in attendance had a partial idea of the benefits which would accrue from good local organization and by forming a branch of our Association. Mr. Alex. Millar was appointed Chairman and a large attendance was present to hear the remarks of Dominion Secretary Trowern, who had come from Toronto to further explain the workings of the Association. Mr. Trowern spoke for an hour and a half, and, if previous to his commencement, there had been any skeptics, when he concluded the most remote vestige of skepticism had disappeared and the assembly was a unit for organization.

Mr. Eadie spoke of the working of the organization in other places, and the success which the Association has met with by determined, united and judicious action.

Messrs. Delahey and Fenton moved that a branch of The Retail Merchants' Association be formed in Pembroke, the motion receiving unanimous assent. The election of officers was then proceeded with, and resulted as follows:

President: Alex. Millar.

1st Vice-President: B. Leacy.

2nd Vice-President, Alex. Delahey.

Treasurer: S. S. M. Hunter.

Secretary: Jas. Smith.

Commenting upon the organization "The Pembroke Standard" says: "The retail merchants of the town of Pembroke did a wise thing on Monday evening, when they formed themselves into a branch of The Retail Merchants' Association of Canada. This is the day of organization, and it has often been a surprise to many that the retail merchants of the smaller towns did not before this copy the example of their brethren in larger cities and towns by banding themselves together for mutual protection. The aims of the Association were fully set forth in the able address delivered by Mr. Trowern, the energetic secretary of the Dominion Board, at the meeting held in the Council Chamber on Monday evening, and need no exemplification here, but one thing must strike the average reader, and that is the absence of any intention to combine together for the mere purpose of rais-

ing prices which is too often the common bond which binds men of one trade or profession together. There is no intention on the part of the Association to hurt the interests of their customers on the one hand, or the wholesale merchants on the other. That there is a lot of work for such an association as the Retail Merchants' in Pembroke to do, will be evident to not only those in business, but to those out of it, who have been struck by the lack of adhesiveness on the part of our retail merchants when anything affecting their common good comes up. It is to be hoped that this state of affairs will now cease to exist and that a greater state of unanimity will now prevail among our retail merchants. The Pembroke branch is to be heartily congratulated on electing such an able set of officers to start it on its career, which we trust will be a long and successful one."

\* \* \*

## MASTER PRINTERS ORGANIZE

About 500 master printers of Ontario, from as far east as Cornwall and Ottawa and as far north-west as Collingwood, met in convention on September 28th at St. Catharines, and decided to form an organization. A committee was appointed to draft a constitution and by-laws. The members of the Canadian Press Association present met in the morning, and some opposition was shown at the meeting to forming a new organization.

On motion of Mr. Williams, of Collingwood, and J. H. Thompson, of Thorold, a previous resolution to have the new association affiliated with the Canadian Press Association was amended, on a majority, to have the new organization a distinct body, the idea being to include proprietors of job printing establishments as well as newspaper proprietors. There are 900 job printing establishments and 400 newspapers in Ontario. The object of the organization is not for the primary object of fighting the union, but for the general welfare of the craft.

W. B. Burgoyne, of the Standard, president of the Niagara District Printers' and Publishers' Association, presided. R. W. Dillon, of The Journal, and W. J. Keyes, of the Print Shop, all of St. Catharines, opened the discussion on organization. Mayor Sweet extended to the visitors the freedom of the city, the reply being made by Mr. Moore, of The Acton Free Press. A well-prepared address on advertising was delivered by W. J. Taylor, manager of the Woodstock Sentinel-Review.

\* \* \*

Mr. H. W. Smith, druggist, of Niagara Falls, Ont., has purchased the post-office block, and proposes fitting up part of it as a new store for his own use.

## A POPULAR OFFICIAL.

The "Journal" esteems it a privilege and a pleasure this month to present to its readers the accompanying portrait of Mr. Howard Van Sant, the recently appointed and popular American Consul at Guelph. He was appointed by President Roosevelt to the honorable position in February last, and since that time has made warm and lasting friendships among the business men of the Royal City. He is a broad-minded American of the business school, courteous and affable in his manner, and possesses a thorough knowledge of international commerce. He is a born diplomat, and an ideal representative of the great republic. Previous to his appointment he was engaged in the real estate business in Island Heights, N.J., where for three terms he was elected to the mayoralty. The present office is Mr. Van Sant's first Government



HOWARD VAN SANT,  
American Consul at Kingston, late of Guelph.

position, but his duties are performed with a promptitude and thoroughness of a veteran. His reports on international commerce are of an authoritative nature, and are quoted by the press of New York and Chicago. He is 39 years of age, and an early misfortune has rendered him very lame, but the unfortunate physical weakness in nowise impairs his mental activity. Among the retail merchants he is especially popular, and has made for himself an honored place in the community that will ever be cherished. Mr. Van Sant stands high for promotion, and while the people of Guelph will hail with pleasure such an event, many expressions of regret will be made if the promotion means removal to some other place of duty.

LATER.—Since the above sketch was put in type Mr. Van Sant has been transferred to Kingston, much to the regret of the business people



### THE MALTESE CROSS.

Over thirty years ago there was established in Toronto an industry that has grown, expanded and flourished ever since, and is now one of the largest and most successful manufacturing concerns in the Dominion, with trade connection in many countries of the globe. This was The Gutta Percha and Rubber Manufacturing Company, of Toronto, Limited, whose extensive works are located between O'Hara Avenue and West Lodge Avenue in the western part of the city, and whose goods are known by the Maltese Cross brand. From its inception the company started out to do a successful business in the manufacture of rubber goods of various kinds, and although at its inauguration the extent of its establishment and ramifications of its trade were much smaller than at the present time, it was still, nevertheless, a business of large proportions. Since that time good business management, an initiative and aggressive policy in the prosecution of trade, the manufacture of new and necessary articles as rapidly as a market was open for production, has placed this company among the foremost manufacturing concerns of Canada, with its goods known and sought for on all the continents of the world. Enumeration of the articles manufactured is impossible here, their name is legion, and several pages of "The Journal" would be necessary for that alone. Nor is it necessary to mention them—almost every article composed of rubber is made, and the company throughout its many years of successful business has become known most favorably to every dealer or user of rubber goods in the country. At their big factory the equipment, appliances and machinery are the best known, so arranged to produce the finished article with the greatest possible economy of time and perfection of workmanship.

During the disastrous conflagration that visited Toronto in April, 1904, the company's warehouse and offices at the corner of Bay and Front Streets were in the centre of the fire zone, and the loss sustained was one of many thousands of dollars—all swept away in a few hours. With characteristic energy, however, business was continued with scarcely an interruption. Temporary offices were secured at once at 15 East Wellington Street and arrangements entered into for the construction of a new five story warehouse on the ground adjacent to their factory in the west end. The old building of the Royal Insurance Co. at the south-east corner of Yonge and Wellington Streets was purchased exclusively for office use, two stories were added and the edifice completely remodeled throughout, wherein the company now possesses the finest suite of offices in the city. The exterior of the building as shown by the engraving herewith has a handsome and imposing appearance, and is an

ornament to the corner on which it is located.

On the ground floor are situated the public offices and salesrooms, beautifully fitted up, furnished, and arranged in the most convenient manner for the transaction of business, not forgetting the little details conducive to the comfort of those employed therein, thus making their duties a pleasure rather than a task. On the second floor are the offices of the secretary and heads of depart-

artist. An attractive feature of the various rooms and corridors is the rubber tiling which covers the floors. It is laid in various patterns, pleasing to the eye and harmonizing with the other appointments. It is perfectly noiseless beneath the tread and possesses a springy nature that makes it pleasant to walk upon. For durability it is claimed to be unsurpassed—it is practically ever-lasting. Up on the fifth floor rooms are fitted up for employees, with large resting room,



OFFICES OF THE GUTTA PERCHA AND RUBBER M'FG CO., OF TORONTO, LIMITED,  
COR. YONGE AND WELLINGTON STS.

ments. On the third floor the cashier's office and book-keepers' rooms are located, and up on the fourth floor are situated the board rooms and president's office. Every room is modeled to suit the purpose for which it is required, neat and handsome in every detail. The board room is an especially handsome apartment, decorated and furnished with a taste only possessed by an

and kitchen in the rear fitted with range, ice box and other requisites, which may be utilized to serve as a lunch room for the office staff, or for the use of a resident janitor. On the same floor are located a bath and other conveniences. From the ground floor to the fourth a fire-proof vault of faultless construction and roomy interior is installed. Lavatories are on every floor, and an elevator runs

**2****Soap Leaders****Silver Star**

(CAKE) and

**Royal City Bar**

Manufactured by

**Guelph Soap Co.,****GUELPH, Ont.**

P. O. Box 45

Phone 396

✉ WRITE FOR PRICES ✉

***BURN PEA COAL***

ARE YOU LOOKING FOR QUALITY?

BUY A

**Grundy 1905 Art Laurel  
Base Burner,****A Silver King Range,  
or an Oak Heater.**

Latest in the market. All these Stoves burn PEA COAL,  
which is considerably CHEAPER than Nut,  
and is always to be had.

The Silver King Range has three improvements which no  
other stove has, viz., patent oven regulator, fire regulator,  
and ash and clinker dislodger.

For further particulars, catalogues, etc., apply to the

***GRUNDY STOVE CO.,***  
LIMITED,  
GUELPH, ONTARIO.

**The "Victoria" Shoe**  
**The "Canadian Beauty"**  
**The "Albert" Shoe**

Three Registered Brands of Shoes  
produced by

**VICTORIA SHOE CO.,**  
TORONTO LIMITED

They are the best sellers.

They are the best wearers.

They are money makers for the retailer.

They have stood the test and given satisfaction to every customer.

**D. Hibner & Co.**

*Manufacturers of*  
PARLOR  
FURNITURE  
AND HALL  
STANDS  
FANCY  
CABINETS  
TABLES  
ROCKERS  
ETC., ETC.

**BERLIN, ONT.**



from bottom to top of the building. Nothing necessary for comfort, convenience and despatch of business has been neglected.

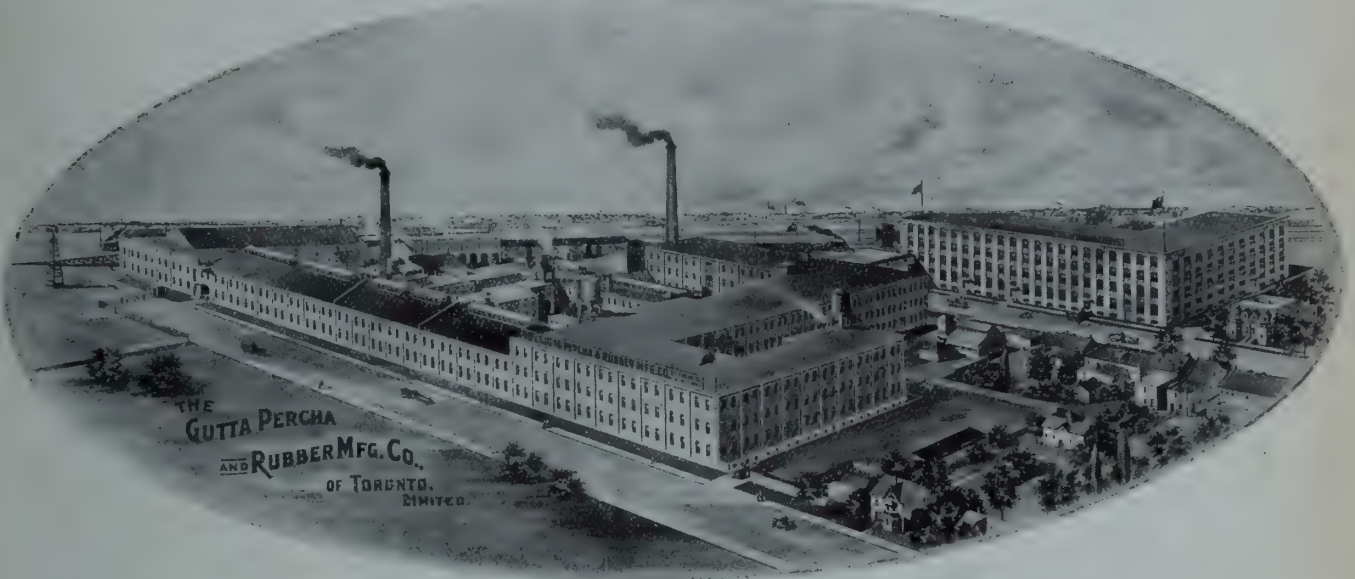
The president and treasurer of the company is Mr. H. D. Warren, and the secretary, Mr. Charles N. Candee, who are well supported by a most efficient staff in the heads of the various departments.

### SHORTER CREDITS.

The retail merchants of Port Perry are very materially shortening their terms of credit. Instead of giving six months or a year's credit, as formerly, three months will now be the limit, and accounts will be rendered on January 1st, April 1st, and October 1st of each year.

### MONTREAL DRUGGISTS ENJOY AN OUTING.

The first annual field day of the Montreal Drug Club was held on the 5th inst. A very large number of both wholesalers and retailers were present. The weather was excellent and the grounds in good condition, and all present greatly enjoyed the day's outing.



FACTORY OF THE GUTTA PERCHA AND RUBBER M'FG CO., OF TORONTO, LIMITED.

### CANADIAN GROWN COFFEE.

It will be noted with interest that an attempt to grow the coffee plant in this country has met with success.

Mr. Gamble, of Lancaster, announced in Ottawa last winter that he intended making experiments along this line. Last May he planted some beans, and says they have had nothing but ordinary care, such as being frequently hoed and kept clear from weeds; now he is the possessor of a strong, healthy plant, about four feet high, containing quite a large quantity of beans. Mr. Gamble is gardener for Mr. McBean, of Lancaster, and is very pleased with the result of his work, and everyone will agree that he has good cause to be.

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### NIAGARA FRUIT.

The total amount of Niagara fruit received in Toronto by rail and water during September was 1,373 tons. Of this, 628 tons came by boat and 745 tons, or 87,566 packages, by train. Of these receipts and of fruit previously stored here, 89 carloads, or 1,135 tons, were shipped out by the wholesale houses to the provincial trade. In August, 1,021 tons were shipped to Toronto, 358 tons by boat and 663 by rail. The total shipments received by rail this year are 1,932 tons, an increase of 135 tons over last year.

### ONTARIO VEGETABLE GROWERS' ASSOCIATION.

The views of a number of vegetable growers who have been consulted through the Association regarding the evidence to be laid before the Tariff Commission when it meets in Toronto have been reported to Mr. H. B. Cowan, secretary of the Ontario Vegetable Growers' Association. Their opinion is that no effort should be made to secure any increase on vegetables largely used by the working classes. They think, however, that there should be increases on vegetables that might be considered a luxury, such as lettuce, radishes, cucumbers and early tomatoes. These are a variety of vegetables Canadian growers have to force in glass-houses, in order to place them on the market at the same season of the year as those imported from the United States. Growers in many States of the latter country are able to grow the vegetables named out of doors for early season trade, pay freight and duty, and still sell them more cheaply in Canada than Canadian growers.

\*\*\*

### PATENT MEDICINE MANUFACTURE.

The Executive Committee of the Proprietary Article Trade Association of Canada met at the Windsor Hotel, Montreal, on October 16th to arrange for their annual meeting.

### DEPARTMENT STORE ASSESSMENT.

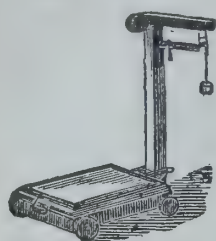
One of the large appeals against the business assessment in Toronto heard by Judge Winchester a few days ago was that of S. H. Knox, who said his store should not be assessed as a departmental store for \$40,000, but as a regular store for \$20,000. It was argued that they did not have a full line of the goods they sold. "Parts of at least five different businesses are conducted," said Judge Winchester, as he dismissed the appeal.

T. Eaton Co. stores were assessed at \$64,000. The company objected to them being assessed at 50 per cent. of their value, as the rest of their store. Judge Winchester said the delivery portion was part of the departmental store and refused to order the assessment to be reduced.

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### IMPURE JAMS AND JELLIES.

Mr. A. McGill, acting analyst of the Department of Inland Revenue, has completed a test of numerous samples of jams, marmalades and jellies, and presents a report which shows that out of 98 samples examined only 33 were found to be genuine. It was discovered that 65 samples contained glucose, 29 contained dyes, and 15 contained preservatives.



## THE FOX

Brand on a PAIR OF SCALES is your guarantee that you are getting **ABSOLUTELY THE BEST SCALE** that can be made. We know it because we make them, and we know the **MATERIAL** that we put in them—**NO SHODDY WORK. INSIST ON A FOX.**

Hay, Coal and Platform Scales a Speciality.

SEND FOR PRICES

**THE FOX SCALE WORKS**  
LONDON, ONT.

## BROOMS AND WHISKS



Of the best quality and workmanship, at prices second to none. We do a Jobbers, Wholesale and Retail Business. Get quotations, as we can save you money and give

you an article that will sell.

Goods always equal to samples.

A trial order will convince you of the merits of our goods.

Mail orders, special attention given.

If our traveller does not call on you, send direct to

**THE WATERLOO**  
**Broom and Brush Co.,**  
LIMITED  
**WATERLOO, ONT.**

## Calendars

**Retail Merchants find attractive Calendars a good advertisement.**

If the Calendar has a picture of the merchant or his store, it is more highly valued by his customer.

Send us your photo or photo of your store and we will make you a high grade cut for the purpose—any size desired.

Your local printer can use the cut and the calendar will be cheaper and more attractive than the many fancy designs.

Write us for prices.

**LEGG BROS.**  
**ENGRAVERS**  
**TORONTO**

## YORK METAL POLISH.

Liquid or Paste

**QUICKEST—CLEANEST—BEST**

Sample Show Cards, Circulars,  
Given Free with Every Order.

SEND FOR SAMPLES, PRICES, ETC., TO

**ANGLO-CANADIAN**  
**SUPPLY COMPANY,**  
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## ONE DOLLAR

Buys five hundred neatly printed  
Business Cards, Bill Heads, Note  
Heads, Statements or Envelopes.

**Frank H. Barnard,**  
77 Queen St. East, Toronto



Pure LARD,  
Pure CANNED MEATS,  
Pure BEEF FLUID.

Guaranteed Pure and Choice.

Ask Your Wholesale Grocer For It.

**The Canadian Packing Co.,**  
LONDON, ONT.

## Souvenir Post Cards

**We Have Cards at  
Bargain Prices**

500 Canada only, \$3.00; 1,000,  
\$5.00. 500 Comic, \$3.50; 1,000,  
\$6.00. 500 High-grade importations  
of all kinds, \$4.00; 1,000  
\$7.50. 100 different cards \$1.00;  
200 for \$2.00; 300 for \$3.00.  
New arrivals constantly.

## Souvenir Metal Tag Comics

Latest and funniest novelty.  
Large sale. Only \$2.00 per  
100, 25% discount on 1,000 lots.  
Samples 25c., retail at 5c. each.

## Card Samples

A large range will be sent for  
sums ranging from \$1.00 to  
\$50.00. Our stock is unsurpassed  
and comprises lines from the  
leading manufacturers.

Write us for anything you  
want in this line.

## Printing

**General Office Stationery,**  
**Imitation Typewriting,**  
**Cards, Folders, Programs,**  
**Circulars, Wedding**  
**Invitations,**  
**Envelopes, Etc.**

**W. R. ADAMS,**  
Established 1897  
401 YONGE STREET, TORONTO



**ECONOMY IN SPACE.**

Every retail merchant, and especially those of the grocers' section, recognize the value of economizing space and at the same time making an attractive display of their goods in a quick handling and cleanly way.

Many methods have been employed with this object in view, and many have been the crude and cumbersome results. Necessity, however, is the mother of invention, and a few years ago a Philadelphia grocer, named Walker, who catered to an extensive patronage, put his natural genius and inventive ability to practical use in the production of the Walker pivoted bins. These bins are now the most up-to-date grocery store necessity in existence, and are as near perfection as it is possible to make them. By the use of these bins the economy of store space is reduced to a minimum, an attractive display is secured, sanitation is perfect, and a clerk's work is simplified and rendered easy.

The bin itself is so constructed that it is equally counterbalanced, the weight of the goods keeping it closed and air-tight, and when swung open it remains in a stationary position, making the goods easy of access. The display in the front is kept in place by two metal slides, which hold the goods displayed in a permanent position and give the bin the appearance of being full at all times, no matter how little it may contain. They are manufactured to accommodate every class of bulk goods and of any capacity that may be required, and, with the facility they afford for attractive display they combine the other all-important feature—cleanliness.

They can be fitted to back or front of counters, or both, and for such purposes are constructed in sections. A merchant can put in one section at a time, according to his necessity. They are made in any style of finish required, and their air-tight and dust-proof qualities commend them to the enterprising business man.

In the United States these bins are in almost universal use, and were introduced in Canada at the beginning of this year. Offices and sales rooms were opened in the Board of Trade building, Yonge Street, Toronto, and a manufactory established at Brampton. The Canadian grocer was quick to see the value of the goods, and orders have poured in so rapidly that the manufacturers are now moving the manufacturing plant to Berlin, where more room and better facilities can be secured.

To give an adequate description here is impossible, but an illustrated catalogue will be sent to any grocer addressing "The Walker Bins, Room 416, Board of Trade Building, Toronto."

The accompanying illustration, which shows a dried fruit department in a big Philadelphia store, will give some idea of what the bins are like and how they are used.

They are the best store fixture of the kind made, and "The Journal" is pleased to recommend them to its readers.



SHOWING WALKER PIVOTED BINS IN A PHILADELPHIA STORE

**ADULTERATION OF PEPPER.**

Mr. Thomas MacFarlane, chief analyst of the Government, has completed the examination of 60 samples of black peppers and 86 samples of white peppers. Of this number only 40.7 per cent. were found to be undoubtedly genuine and 47.7 per cent. were proved to be adulterated. The collection of samples was made all over the Dominion. Wheat flour was found to be a common ingredient of adulterated commodity. Other foreign substances which deteriorated the peppers were maize, starch, stone cells and wheat starch. Where the peppers were found to be impure the percentage of foreign substances ranged from 1 to 16 per cent.

**STARCH COMPANIES MAY COMBINE.**

It is rumored that Montreal capitalists are about to combine the starch companies of Canada and create one big concern. The companies to be acquired are said to be the Edwardsburg Starch Company, Imperial of Prescott, Brantford Starch Company, and the St. Lawrence, of Port Credit. An offer to the shareholders of the Edwardsburg has been made, and it is understood that the other three have already been acquired.


**BANK OF HAMILTON**

HEAD OFFICE

*Hamilton, Ont., Canada*

Commercial credits issued to Retail Merchants for use in Europe and in all foreign countries.





*The Nordheimer* PIANO & MUSIC CO. LIMITED  
MANUFACTURERS OF THE CELEBRATED  
**NORDHEIMER PIANOS.**  
15 KING ST. EAST TORONTO.

Popular Hotel. Popular Prices.

**ARLINGTON HOTEL**  
TORONTO.Rates \$2.00 per day and upwards.  
Special rates by Week.

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ARTHUR H. LEWIS, - - MANAGER


**STRONG DURABLE**  
**Ideal Woven Wire Fencing**  
Made of heavy (No. 9) hard steel galvanized wire and with a lock that cannot slip, it is the strongest and most durable woven wire fence manufactured. A style for every purpose.  
*Write to-day for Catalogue of Fencing and Gates—Free.*  
**The McGregor-Banwell Fence Company, Limited,**  
WALKERVILLE, ONTARIO.

**Samuel Corrigan**

Merchant Tailor

AND

Direct Importer of Select Woolens

175 YONGE STREET

3rd door north of Queen

**Established Over 33 Years**Special range of Scotch Suitings, at  
\$18.00, \$20.00, \$22.00.Spring Overcoats to order from \$16.00  
up.Trouserings at \$4.00, \$5.00, \$8.00 up.  
Fit, Workmanship and Style assured.  
A trial order solicited.

Established 1854

Phone Main 1706

**THE GEO. B. MEADOWS**  
TORONTO

WIRE, IRON AND BRASS WORKS COMPANY, LIMITED

MANUFACTURERS OF

**Bank and Office Railing, Ornamental Iron Fences**Wire Window Guards, Wire Cloth, Moulders, Riddles, Children's Cots,  
Window Fixtures, Wire Work, Architectural Wrought Iron Works.**67 WELLINGTON PLACE, TORONTO, ONT.**GEO. H. HEES, President.  
(Geo. H. Hees, Son & Co.)R. E. GIBSON, 1st Vice-President.  
(Pres. Conger Coal Co.)

DR. GEO. S. RYERSON, 2nd Vice-President.

**MERCHANTS' FIRE INSURANCE CO.**

Capital and Assets, - - \$500,000

JOHN H. C. DURHAM, GENERAL MANAGER

HEAD OFFICE:

Confederation Life Building  
4 Richmond Street East, Toronto.

GEO. J. PYKE, Secretary.

CHAS. P. SPARLING, Inspector.  
Telephone Main 2934.


**BERNARD CAIRNS**  
Lender in  
**RUBBER STAMPS**  
MONOGRAMS, SEALS,  
STENCILS, Etc.  
23 ADELAIDE ST. W. TORONTO  
Awarded Diplomat at Toronto

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We solicit the business of manufacturers, engineers and others who realize the advisability of having their Patent business transacted by Experts. Preliminary advice free. Charges moderate. Our Inventors' Help, 125 pages, sent upon request. Marion &amp; Marion, New York Life Bldg Montreal; and Washington, D.C., U.S.A.

**W. R. Johnston & Co.**  
LIMITED

Wholesale Clothiers

Cor. Front &amp; York Sts., TORONTO



## COMMERCIAL SUMMARY

The Union Bank has opened branches at Fonthill and Fenwick.

Ness & Shannon, grocers, Allandale, have assigned.

It is reported that extensive salt deposits have been discovered near Winnipeg.

The Canada Brass Co.'s works at London were visited by fire on the 14th inst., and the damage has been estimated at \$20,000.

London dairymen have organized an association to make war upon any of their members who are found to be using preservatives in their milk.

The taxable assessment of the city of Stratford amounts to \$5,740,715, an increase of over \$100,000, and total population, 12,827, an increase of 50.

The Atlas Table Co.'s works at Preston suffered a \$5,000 fire on the 11th inst. A large amount of goods, packed ready for shipment, were destroyed. Insurance, \$4,000.

The tomato growers of the Hamilton district have won out against the Amalgamated Cannery, Limited, after a long fight, and the cannery are now closing contracts for next year's crop at 30 cents a bushel.

E. H. Newman, who has conducted a jewelry business in Owen Sound for a number of years, has sold out and moved to Brantford. Together with his son they will enter into business as watchmakers, manufacturing jewelers and engravers.

Oil is being found in large quantities on Manitoulin Island by the Northern Oil and Gas Co. A few days ago while the pumps were at work at one of the wells the oil and gas broke loose, and hundreds of barrels of oil overflowed.

The Fairbanks Company, of Chicago, have completed arrangements to build a Canadian duplicate of their Chicago factory in Toronto, and have purchased eight acres of land situated on Bloor Street West for the purpose. The company employ about 1,000 hands.

The retail store of T. Long & Bro., Limited, Collingwood, was partially destroyed by fire Oct. 20. Estimated loss is about \$60,000. The cause of the fire is unknown, but it is supposed it was caused by electric wires between the first and second floors of the building in the dry goods department.

The Customs returns show the total duty collected at the port of Toronto for September, 1905, \$827,163.12, and for September, 1904, \$758,591.87, an increase of \$68,571.25. The total duty collected for the quarter ending September 30, 1905, was \$2,590,772.51, and for the same period in 1904, \$2,516,607.85, an increase of \$75,164.66.

Shoe manufacturers, both in Ontario and Quebec, have raised the prices of staple goods from 15 to 25 per cent. It is confidently asserted that the end is not yet in sight as the prices for hides have gone up

250 per cent. in the past seven or eight years. The new quotations refer more particularly to spring delivery, but some advance is asked on fall receipts.

The vegetable growers of the Province of Ontario have reported to the Agricultural Department that they are of the opinion that no efforts should be taken to have the tariff increased on such vegetables as are needed by the working classes. They, however, think that there should be an increase in the tariff on such articles as lettuce, cucumbers, and early tomatoes, which are to be regarded as luxuries.

A decrease of nearly thirty thousand barrels a day is noted in the production of Texas-Louisiana oil fields, in spite of thirty-five new wells. The production now averages only 85,000 barrels a day, with a demand exceeding that amount. This forces the producers to draw on their oil in storage. Prices are advancing at the rate of five cents a barrel.

The Plymouth Cordage Co., of Plymouth, Mass., turned the first sod for their new Canadian factory at Welland on September 27th. They will put up about five buildings, two of them being about 700 feet long, one 60 feet in length, and one 115 feet in length. In addition they will build residences for their employees, and intend to employ about 400 hands to start with. They have purchased 180 acres here admirably situated for shipping facilities adjoining the Welland Canal, Michigan Central, Pere Marquette, T. H. & B., Grand Trunk and Wabash railways. The contractors are here, and the works will be rushed to completion.

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## HARNESS TO BE DEARER.

The price of harness is to go up on account of the recent advance of 15 per cent. in the price of harness leather. No. 1 district of the Master Harness Makers' Association of Canada decided at their last meeting to call a general meeting of the association, to be held in Toronto about the end of this month, to consider the advance in the price of harness.

\*\*\*

## FRUIT GOES WEST.

For the first time St. Catharines' fruit growers have been able to get rid of their surplus crop. For the past few weeks they have been shipping three cars daily of fruit in cold storage to the North-West. They have been sending tomatoes and pears up till a short time ago. At present they are shipping grapes chiefly. This new market, it is expected, will be available in the future. It has a double advantage for the fruit farmer, as it disposes of much that would otherwise be wasted, and also prevents the glutting of the market and keeps up prices in Ontario.

AMENDEMENT AU CODE  
CRIMINEL—TIMBRES  
DE COMMERCE.

Le bill (n° 196) modifiant le code criminel de 1892 (M. Fitzpatrick) est lu une 2e fois et la Chambre le délibère en comité.

Sur l'article 1er.

Le code criminel de 1892 est modifié par l'insertion des articles suivants, immédiatement après l'article 526:

526a. Dans le présent article.

(a) l'expression "timbres de commerce" comprend, outre les timbres de commerce communément appelés les récépissés d'espèces, recus, coupons, billets de prime de toute forme ou autres objets destinés à être donnés à l'acheteur de marchandise par le vendeur ou son employé ou agent, et à représenter un escompte sur le prix de la marchandise, ou une prime à l'acheteur, et qui sont rachetables soit:

(i) par toute personne autre que le vendeur, ou

(ii) par le vendeur, en espèces ou en marchandises qui ne lui appartiennent pas, ou qui ne lui appartiennent pas exclusivement, ou

(iii) par le vendeur ailleurs que dans l'établissement où la marchandise a été achetée.

ou qui ne porte pas à leur face l'indication de leur livraison, et de leur valeur marchande, ou ne sont pas rachetables en tout temps;

(b) l'expression "marchandise" signifie toute marchandise ou objet de commerce ou de fabrication;

(c) les expressions "quiconque", "vendeur", "acheteur", "marchand", "argent" ou "personne" comprennent toute société, ou corporation ou corps constitué en corporation.

M. FITZPATRICK: Je propose d'amender l'article (a) en supprimant le dernier paragraphe qui commence par les mots "ou qui ne porte pas."

M. R. L. BORDEN: Je crois que nous devrions avoir, ce que nous n'avons pas encore eu, quelque déclaration sur les raisons qui ont motivé cette loi et celles des législatures provinciales sur le même sujet. D'après une circulaire qui m'a été envoyée, et sans autre source de renseignements, j'ajoute que les tribunaux de la province de Québec et ceux de la province d'Ontario n'ont pas pris la même décision sur l'aspect constitutionnel de cette question. Nous devrions avoir aussi, ce me semble, quelque déclaration sur les motifs qui ont engagé le Gouvernement à faire de ce trafic un crime.

M. FITZPATRICK: Je puis dire à quel stage en est la cause devant les tribunaux, mais quant au reste, je crois qu'il faut s'en rapporter en grande partie à la clameur qui s'est élevée dans le pays en faveur du changement. Les provinces d'Ontario et de Québec ont édicté des lois qui, si elles sont valides, auront la même effet que celui qui est visé dans ce bill. Seulement les tribunaux de la province de Québec ont été



saisis de cette question et la cour supérieure de Québec a maintenu que la loi était dans les limites des pouvoirs de la législature provinciale, mais la cour d'appel a maintenu, à l'encontre que la loi porte atteinte au commerce et est par conséquent hors des pouvoirs de la législature. Je crois savoir que la question est actuellement devant la cour suprême du Canada, attendant une décision finale.

M. R. L. BORDEN: Je crois que nous devrions avoir une déclaration de principe. Je n'ai pas encore d'opinion arrêtée, mais j'aimerais connaître les raisons qui ont engagé le Gouvernement à déposer ce projet de loi. Je crois que la Chambre a droit à cette déclaration. De prime abord, les timbres de commerce me paraissent être une combinaison bien inoffensive et qui ne saurait être classée parmi les crimes, plus que tous les autres moyens employés à stimuler le commerce. Ce projet de loi peut avoir été motivé par de solides raisons. Je sais qu'il y a de fortes protestations en certains milieux, contre les timbres de commerce. Cependant, quand nous proposons de déclarer un crime ce qui jusqu'ici n'en a pas été un et qui, dans sa nature même ne constitue pas plus un crime que bien d'autres expédients du commerce, je crois que nous devrions avoir une déclaration de principes.

M. GERVAIS: C'est mon intention de dire exactement à la Chambre quels sont ceux qui demandent l'adoption de cette loi et les raisons pour lesquelles le projet a été préparé. Je déclare en premier lieu que je n'ai aucun intérêt personnel engagé dans cette affaire. Tous les marchands, et commerçants du Canada, Monsieur le président, demandent cette loi. C'est une très large assertion, mais je crois avoir, par devers moi, suffisamment de documents pour en établir le bien fondé. D'abord les chambres de commerce canadiennes ont été consultées sur l'à-propos de supprimer ce mal qui atteint le commerce, et je dirai que toutes se sont prononcées contre ce qu'elles appellent une plaie du commerce, un embarras commercial, une conspiration en vue de gêner le commerce. Comme la lumière vient toujours de Toronto, je lirai en premier lieu le texte de la délibération suivante prise par la chambre de commerce de cette ville:

La chambre de commerce de Toronto.

"Extrait du procès-verbal d'une réunion du conseil tenue le 28 mars 1905, au sujet des timbres de commerce.

"Attendu que l'usage des timbres de commerce est considéré comme préjudiciable au commerce libre:

"Attendu que la législature de cette province a voté une loi prohibant l'usage des timbres de commerce;

"Le conseil de cette Chambre prie le gouvernement fédéral de faire adopter la loi qu'il croira propre à

empêcher l'usage des timbres de commerce en Canada."

(Adopté.)

F. E. MORLEY,

Secrétaire.

Voici maintenant une délibération prise par la chambre de commerce de Halifax:

"Le conseil de la chambre de commerce d'Halifax sollicite le parlement du Canada d'adopter, à la présente session, une loi qui frappera d'illégalité l'émission, la circulation ou la vente des timbres de commerce ou coupons au comptant, et qui poursuivra également à la punition des transgresseurs de cette loi."

Puis le texte de la délibération de la chambre de commerce d'Edmonton: Edmonton (Alberta, N.-O.), 2 février 1905.

Le secrétaire de la fédération des marchands de détail de Montréal:

"Cher monsieur,—A une assemblée plénière du conseil de notre chambre de commerce, le projet de résolution a été adopté unanimement.

"La chambre de commerce d'Edmonton coopère de tout cœur avec la fédération des marchands de détail de Montréal, dans la campagne qu'elle a entreprise pour la suppression des compagnies de timbres de commerce et il est à espérer que le gouvernement fédéral adoptera une loi frappant d'illégalité l'émission, la distribution et la vente de ces soi-disant timbres de commerce."

Votre dévoué,

F. FRASER TIMS,

Secrétaire-trésorier.

Il y a encore la résolution de la chambre de commerce de Berlin, Ontario, qui se lit ainsi qu'il suit:

Berlin, Canada, 1er février 1905.

N. Nightingale, écr,

Sous-secrétaire de la fédération des marchands de Montréal,

25 rue Saint-Gabriel, Montréal.

Cher Monsieur,—Je désire vous informer qu'une réunion du conseil de la chambre de commerce de la ville de Berlin a eu lieu hier soir, et que la résolution suivante a été prise au sujet des timbres de commerce.

La Chambre de commerce de Berlin prie le parlement du Canada d'édicter une loi frappant d'illégalité l'émission, la distribution et la vente des timbres de commerce et elle remettra à son comité du commerce la formule de pétition qui lui a été soumise par la fédération des marchands détaillants de Montréal pour être signée par les marchands. La pétition sera sans doute signée par nos marchands et vous sera envoyée en temps et lieu.

Votre dévoué,

(Signé) H. J. SIMS,

Secrétaire.

Voici un autre vœu émis par la corporation des épiciers en gros de Montréal:

Vœu adopté par la corporation des épiciers en gros de Montréal, à une assemblée spéciale tenue vendredi, le 3 février 1905.

Attendu que la fédération des marchands de détail de cette ville est à la

veille de présenter aux membres du Sénat et de la Chambre des communes une pétition demandant l'adoption d'une loi prohibant la vente ou la distribution des timbres de commerce ou coupons au comptant

Attendu que l'effet pernicieux de l'emploi des timbres de commerce a été reconnu partout où ces timbres ont été introduits, plusieurs villes et états des Etats-Unis ayant restreint ou prohibé leur usage;

Attendu que la validité du règlement municipal adopté par la ville de Montréal et prohibant l'usage des timbres de commerce est attaquée devant les tribunaux, entraînant ainsi des délais considérables avant une décision finale sur les pouvoirs du conseil municipal à promulguer ce règlement, et attendu que pendant ces délais le commerce de détail et de gros de Montréal continuera à souffrir des opérations de la compagnie des timbres de commerce.

Cette corporation décide unanimement d'appuyer la pétition de la fédération des marchands de détail et espère, dans l'intérêt de la grande majorité des marchands de Montréal et des autres villes où l'échange des timbres de commerce s'est implanté, que la Parlement voudra faire droit à la pétition des requérants.

(Signé) L. E. GEOFFRION,

Président.

J. STANLEY COOK,

Secrétaire.

J'ai ici le texte de semblables vœux adoptés par la chambre de commerce de Kamloops, et par la chambre de commerce de Victoria, dans la Colombie Anglaise.

M. DERBYSHIRE: Et de partout.

M. GERVAIS: C'est vrai, mais je crois qu'il vaut mieux, pour éclairer la Chambre, nommer les chambres de commerce qui ont voté des vœux.

M. R. L. BORDEN: Je concède que toutes on émis des vœux.

M. GERVAIS: L'honorable député voudra-t-il me laisser libre de suivre le cours de mes observations?

M. R. L. BORDEN: Oui.

M. GERVAIS: Je dirai d'abord à la Chambre par qui j'ai été prié de prendre la parole, puis je ferai quelques remarques techniques et légales et je terminerai en énumérant les considérations morales et commerciales qui militent en faveur de l'adoption de ce projet de loi. J'ai encore par devers moi le texte de résolutions votées par la chambre de commerce de Montréal, le 8 février 1905, signé par Joseph Haynes; par la chambre de commerce de Brandon, (Manitoba), le 9 février 1905, signé par K. Campbell; par la chambre de commerce de Vancouver, (C.-A.), le 13 février 1905, signé par Wm. Skene; par l'association des marchands de nouveautés en gros du Board of Trade de Montréal, adopté à une assemblée générale spéciale, le 13 février et signé par E. Levasseur, et par la chambre de commerce de Québec, signé par T. Levasseur, et par la chambre de commerce de Trois-Rivières, signé par J. A. Peltier. J'ai également une résolution



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We have a beautiful line of package goods and novelties for the Christmas Trade.

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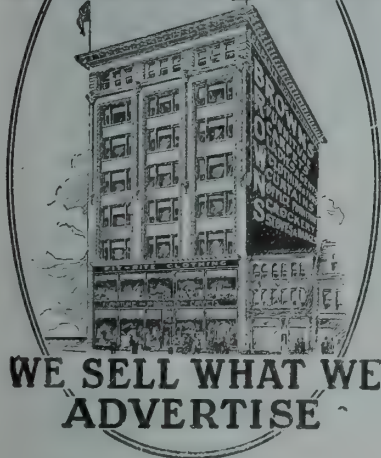
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**It means** the same comfort to the wage earner as to the rich man.

**It means** all the household goods you want and desire to suit your condition in life.

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Complete Line of Roll Top Desks and Flat Top Desks, Office Filing Cabinets and Systems, Board-room Tables, Tilting and Office Chairs.

# THE J. F. BROWN CO., LIMITED

193-195-197 Yonge Street

signée par le Board of Trade de Montréal et qui se lit ainsi:  
H. P. Nightingale, Ecr.,

Montréal, 18 février 1905.

Sous secrétaire de la fédération  
des marchands au détail de  
Montréal,

Cher Monsieur,—Après avoir pris connaissance de votre circulaire du 30 du courant et des représentations de l'association des épiciers en gros de Montréal et de l'association des marchands de nouveautés en gros de Montréal, au sujet de la suppression du système des timbres de commerce, le conseil de cette chambre a émis, à sa réunion du 15 courant, le voeu suivant:

Le conseil de la chambre de commerce de Montréal prie le parlement du Canada d'adopter à le présente session une loi qui frappera d'illégalité l'émission, la distribution et la vente des timbres de commerce et des coupons au comptant, et pourvoyant à la punition des transgresseurs de cette loi.

J'ai l'honneur d'être, Monsieur,  
Votre tout dévoué,

(Signé) GEO. HADRILL,  
Secrétaire.

Autre délibération prise par la chambre de commerce de Saint-Jean (N.B.), et dont voici la teneur:

Saint-Jean, (N.B.), 20 février, 1905.  
A l'honorable sir Richard Cartwright,  
Ministre du Commerce, Ottawa.

Monsieur,—Je suis chargé par le conseil de la chambre de commerce de Saint-Jean, de vous informer que cette chambre appuie cordialement les démarches de la fédération des marchands de détail de Montréal pour obtenir du gouvernement fédéral l'adoption d'une loi prohibant la vente et la distribution des timbres de commerce, et qu'elle insiste auprès du Gouvernement sur la nécessité d'amender le code criminel de façon à frapper d'illégalité l'émission, la vente ou la distribution des dits timbres de commerce.

J'ai l'honneur d'être, Monsieur,  
Votre obéissant serviteur,

(Signé) W. E. ANDERSON.

Voici une autre délibération votée par la chambre de commerce de Peterborough, Ont.

J'ajouterai que j'ai par devers moi un grand nombre de pétitions signées par des marchands de gros et de détail de toutes les parties du Canada priant le Gouvernement d'adopter une loi qui assimilera à un délit, pour employer l'expression du code criminel, le fait d'imprimer, d'émettre ou de mettre en circulation des timbres de commerce. Dans ces voeux et délibérations le commerce du pays se prononce contre cet empiètement commercial. Prenez, par exemple, la pétition adoptée par la succursale Saint-Marie, de l'association des marchands au détail du Canada. J'ai plus de soixante de ces pétitions qui ont été adoptées par des marchands détaillants, les plus petits et plus faibles marchands d'Ontario, et ces marchands, comme un seul homme, ont condamné le système. La succursale Sainte-Marie, de l'association des mar-

chands de détail du Canada, dit dans sa résolution:

Bureau chef de l'association des  
marchands de détail du Canada.  
(Autorisée par l'Etat.)

Fondée pour la protection des intérêts commerciaux de toutes les branches du commerce de détail, et pour promouvoir, la bonne marchandise et le commerce honnête.

21 rue Richmond-ouest, 1er étage,  
Toronto, Canada.

E. M. Trowern, secrétaire de la fédération nationale.

Téléphone Main, 2316.

Tous les marchands au détail unis.

Marchands de chaussures, bouchers, boulangers, libraires et papetiers, confiseurs, marchands de combustible, pharmaciens, marchands de nouveautés, de meubles, de bibelots, de fruits, d'articles de toilette pour hommes, de fer et de poêles, épiciers, chapeliers et fourreurs, bijoutiers et orfèvres, marchands-tailleurs laitiers, opticiens, restaurateurs, marchands de tabac, entrepreneurs de pompes funébres etc., etc.

Adressez toute communication au secrétaire de la fédération nationale, à Toronto.

"The Retail Merchants' Journal."

Organe officiel.

Succursale Sainte-Marie,

3 mars 1905.

Aux honorables sénateurs et aux membres de la Chambre des communes du Canada.

Honorables messieurs,—Nous désirons, au nom des membres et des électeurs de la succursale Saint-Marie de l'association des marchands de détail du Canada, vous soumettre le projet de résolution suivant:

Attendu que des soi-disant compagnies de timbres de commerce et de coupons et quelques marchands et industriels ont inauguré un système au moyen duquel ces compagnies et personnes fournissent aux marchands et aux consommateurs, des timbres et des coupons à être donnés aux acheteurs en proportion de la valeur des achats, lesquels timbres et coupons sont ensuite rachetés aux acheteurs par les compagnies et personnes en échange de certains articles d'étalge. La valeur ainsi remise au client est évaluée à environ la moitié ou le tiers de la valeur indiquée sur le coupon ou de la valeur, que paie les marchands pour les timbres:

Vos pétitionnaires soumettent que le système est préjudiciable, et les compagnies de timbres de commerce et de coupons font d'énormes profits, pour lesquels ils ne donnent aucun bénéfice proportionnel ni aux marchands ni aux clients. C'est un impôt sur le commerce, dans le but de stimuler une fausse concurrence et d'encourager beaucoup de marchands à hausser les prix sur leurs marchandises, afin de satisfaire à l'engouement populaire pour cette passion spéculative, de sorte que ces compagnies ou personnes sont libres de placer la valeur qu'elles veulent sur leurs marchandises, puisqu'elles sont payées par les marchands et les clients qui achètent ces timbres avant la livraison des primes;

Des marchands et manufacturiers peu soucieux des méthodes de la moralité du commerce adoptent le système et forcent ainsi d'autres marchands à l'adopter malgré eux, afin de promouvoir et conserver leur commerce, et ainsi le commerce est démoralisé et le bien-être du public sacrifié;

Vos pétitionnaires vous demandent donc d'amender le code criminel de façon à frapper d'illégalité l'usage, la vente, l'acceptation et la distribution des timbres de commerce, coupons et autres expédients de ce genre.

F.-W. HUTTON, président

W.-A. McINTYRE, secrétaire.

## Shredded Wheat AND Triscuit

Scientifically Prepared Foods Made of the  
Whole Wheat

**Shredded Whole Wheat Biscuit**—  
A standard all-day cereal, served with milk, cream, or in combination with fruits, preserves or vegetables.

**Triscuit**—The New Cracker, served with soups as a crouton, or as a successor to crackers when served with cheese.

For information and prices address—

**The Canadian Shredded  
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32 Church Street,  
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**NOTE.**—Tell your customers that heating the BISCUIT and TRISCUIT in a warm oven before serving will renew their crispness.

## Cowan's Perfection Cocoa

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*Absolutely Pure. Double  
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costs less than half a cent  
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*Cowan's Chocolate,  
Cake Icings, Etc.*

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**B**UT one must be honest to themselves also. We believe  
in giving good measure just as much as anybody does,  
but when it comes to giving away all your profits, it is  
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**WILSON'S SCALES ARE HONEST  
♦ ♦ TO BUYER AND SELLER ♦ ♦**

They weigh accurately, giving full measure and yet retain  
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Assures dealer and consumer alike of all that's good in soap making.

The same excellence that has brought **SUNLIGHT SOAP** and other **LEVER** Soap products to a dominating position in the trade is thoroughly embodied in the following brands of our **TOILET SOAPS**:

## **CORAL**

Five Cents  
a Tablet

Toilet Soap, made in four perfumes, each tablet wrapped and packed in separate carton; 25 cartons, in neat wooden box, suitable for display purposes. Also packed 3 tablets in handsome cardboard box.

Per Doz. Tablets.....\$0.45  
" 100 " ..... 3.50  
" Gross " ..... 5.25

**Profit, 42 per cent.**

## **SILK-SKIN**

Ten Cents  
a Tablet

Toilet Soap, made in four perfumes, each tablet wrapped and packed in handsome cardboard box of 3 tablets each. This Soap is peculiarly soothing and healing to the skin and its perfume wonderfully lasting and delicate.

Per Doz. Tablets ..... \$ 0.90  
" Gross " ..... 10.50

**Profit, 42 per cent.**

## **PLANTOL**

Twenty Cents  
a Tablet,  
Three Tablets  
Fifty Cents

Represents a new departure in Toilet Soaps, and is guaranteed to contain no animal fat, being composed of the sweet oils of luscious fruits and fragrant flowers exquisitely blended. Packed in very pretty boxes of three tablets each.

Per Doz. Tablets..... \$ 1.25  
" Gross " ..... 14.50

**Profit, 100 per cent.**

The above Toilet Soaps are most exquisitely perfumed with floral oils and extracts that retain and diffuse their fragrance to an astonishing degree, especially in view of their moderate price. The base from which they are made contains no adulterant whatever and forms a foamy lather more healing, emollient and refreshing than from any other Toilet soap made.

Dealers desiring to cater to the better class of people will appreciate the trade-getting power of Lever Toilet Soaps. They give complete satisfaction and pay a good profit.

The name **LEVER** on a cake of soap inspires confidence and begets **TRADE**.

# Lever Brothers, Limited, Toronto



THE  
**Retail Merchants' Journal**  
OF CANADA

Vol. 3

November, 1905

No. 11

All Retail Merchants United



The Official Organ of  
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COUGH,  
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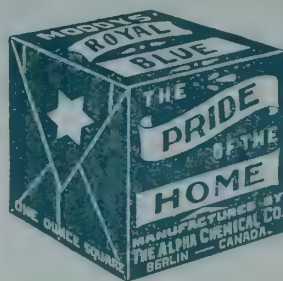
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CHOCOLATE,	VANILLA,	SEN-SEN,
PEAR,	PEACH.	

### WE GUARANTEE OUR GOODS.

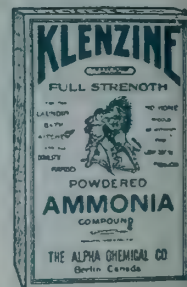
WRITE FOR PARTICULARS.

**BATES MANUFACTURING CO.,**  
9-11 FRANCIS ST. Limited TORONTO, CAN.

**MADE IN CANADA**



BY THE



**ALPHA CHEMICAL CO.**  
BERLIN, ONT.



For Sale by all Leading Wholesale Houses.

## To the Retail Merchant

DEAR SIR,—

Have you noticed the people who ask for Orange Meat? Are they not the ones whose judgment in purchasing goods of all kinds you would consider as being among the best of your customers? They buy it, because they recognize the fact that in Orange Meat they get the quality that is found only in the best goods.

Our sales in Ontario alone for the first six months of 1905 show an increase of 25 per cent. more than the first six months of 1904. This shows that quality counts. Do you get your portion of this increase in sales? You can get it if you go after it.

A pointer! Every time you sell 15c. goods at 2 packages for 25c. you rob yourself of the profits to which you are justly entitled. We want you to get all there is coming to you. This is why we got out the Jumbo package to sell for 25c. It contains more than twice the quantity of goods and you don't have to give away all of your profits.

It is a fact that a great many retailers are cutting out all other cereals of a similar nature and selling only the two sizes of Orange Meat. It does away with carrying so many goods in stock. The goods are fresher, their customers are satisfied, and the Grocer is better off at the end of the year. Why not try it yourself?

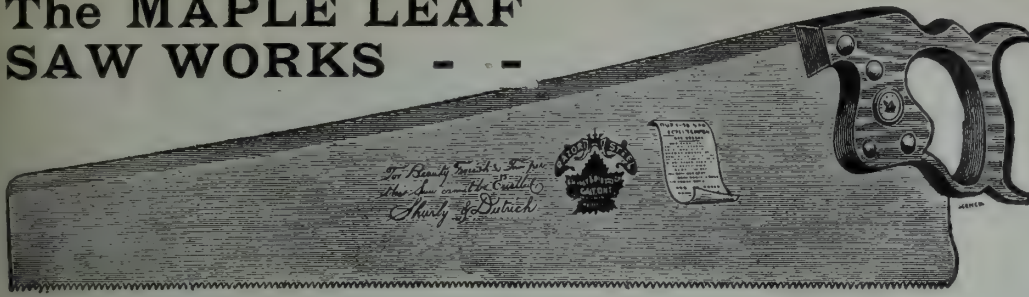
Yours very truly,



**THE FRONTENAC CEREAL CO., Limited**



## The MAPLE LEAF SAW WORKS - -



## Shurly & Dietrich

GALT, ONT.

Manufacturers of all kinds of Saws, Plastering Trowels, Iron and Brass Bedsteads. All saws tempered under our secret process, which toughens and refines the steel.

OUR 1900 HAND SAW

Our Hand Saws are superior to any other make on account of their finish and temper. No mechanic's tool chest is complete without a Maple Leaf Hand Saw.

# Seaforth Milling Co.

## MILLERS AND GRAIN DEALERS

Correspondence  
Solicited

## Seaforth, Ont., Canada

## THE BALL FURNITURE CO., LIMITED

Wholesale Manufacturers of

Cobbler, Upholstered and Common and Fancy  
Wood Seat Chairs, Bed-Room Suites, Sideboards,  
Extension Tables, Beds, Etc.

HANOVER - - ONTARIO

## "WEARWELL" BRAND RIBBED COTTON HOSE.

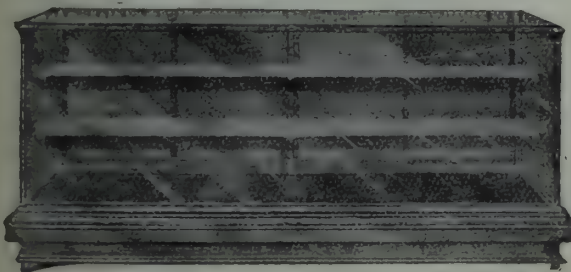
By paying all our attention to our two lines, we are enabled to turn out the best Cotton Hose on the market. We are the exclusive users in Canada of a **Patent Dye**, which is **sanitary, stainless** and guaranteed perfectly fast. We also make **Worsted Hose**, in 2 and 3 ply Imported Yarn.

MANUFACTURED BY

CLINTON KNITTING CO., CLINTON, ONT.

SOLD BY

THE RICHARD L. BAKER CO., 60 Yonge St., TORONTO



BEST ON EARTH—THE CORONATION (Patented)—HAS NO EQUAL.  
ALL GLASS TOP—NO WOOD frame ABOVE or AROUND

N. R. LINDSAY,  
Manager.  
Phone Main 3611

## DOMINION SHOW CASE COMPANY,

71 ADELAIDE ST. EAST,  
TORONTO.

## If it's a "Coronation," It's the Greatest Money Maker.

The verdict of everyone—even our competitors—who have seen our patent "Coronation" RAPID SALES Case is that there is nothing to equal it on the market at the present time. It is a peerless case in every respect, and is without a rival anywhere. It has become so popular that it keeps us hustling to keep up with our orders. We are putting this style of case into all the best stores in Canada, from the Atlantic to the Pacific. We have recently placed \$1,000.00 worth of them in one store alone in this city, thus proving the superior claim of this magnificent and greatest money-making case.

A **FIRST-CLASS** photo cannot do this case justice, much less a cut of any kind. **ALSO MADE IN K. D. STYLE.** The **SIMPLEST** and **BEST** in the market. None so good for the price. None better at any price. The glass to become scratched, dirty and unsightly in appearance.

# MAPLE LEAF RUBBERS



THE MOST FASHIONABLE,  
COMFORTABLE AND  
RELIABLE RUBBERS MADE

THE  
G. V. OBERHOLTZER CO.,  
LIMITED,  
BERLIN, ONTARIO,

Manufacturers and Jobbers of

## Boots and Shoes.

WE MAKE SPLENDID WEARERS  
WE MAKE SPLENDID FITTERS  
In Standard Screw and McKay's

We show Attractive, Well-fitting,  
Up-to-date Goodyears and Turns

MAIL ORDERS RECEIVE SPECIAL ATTENTION

# STARCH.

FOR FAMILY USE

## IVORY GLOSS

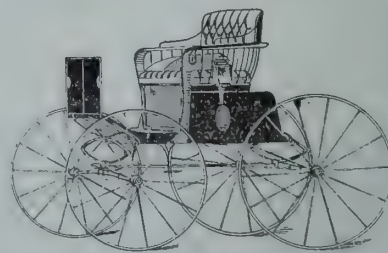
IS THE CHOICE IN EVERY  
FIRST-CLASS HOUSEHOLD.

St. Lawrence Starch Co.  
MANUFACTURERS

J. H. KENNEDY  
IMPORTER OF ALL THE LATEST DESIGNS IN FINE

## Carriages

HARNESS AND HORSE FURNISHINGS  
OF EVERY DESCRIPTION . . . . .



The McLaughlin Carriage

A SPECIALTY

ALL NEW WORK GUARANTEED

567 Queen Street West, TORONTO

Residence 76 Dominion St.

Telephone Main 1134



# THE Retail Merchants' Journal

OF CANADA

The Official Organ of

The Retail Merchants' Association of Canada

TORONTO, CANADA

NOVEMBER, 1905

## NAPANEE ORGANIZED.

On October 24th Dominion President, A. L. Geen, of Belleville, and Eastern Organizer, James Eadie, of our Association, met the retail merchants of Napanee and discussed organization, at the meeting held in the Council Chamber. Mr. W. T. Gibbard, furniture dealer, occupied the chair and with a few preliminary remarks introduced the speakers.

President Geen spoke at some length, explaining the necessity for good organization among the retailers, detailing many of the benefits secured by united action, and the bright prospects of securing others. He spoke of many of the disadvantages under which the retail merchant had to contend with, and pointed out how the remedy could be secured by united agitation and action. His remarks concerning what had been accomplished by the Association and the efforts that were being put forth to secure further favorable legislation in the Provincial Legislatures and Federal Parliament were received with a good deal of interest and enthusiasm.

Organizer James Eadie went thoroughly into the aims and objects of the Association, spoke of the work that had been done by various branches throughout the country, and of the means that were being taken to organize the merchants all over the Dominion. He made a good point when he showed that the estimate of the merchants' stocks throughout the Dominion was over \$150,000,000.00, and on this vast sum the retail merchants of Canada were paying taxes. If they were such extensive contributors to the revenue of the country it was only reasonable that they should seek to influence legitimate legislation for their protection; but such legislation, he said, could only be secured by united action. At the close of the meeting expression of opinion was unanimous in favor of a local organization. Mr. Eadie succeeded in securing a good membership roll, and will return to complete the work so auspiciously begun.

## COMMERCIAL ORGANIZATION

Commercial organization is making great headway in all lines of trade, and it is the modern method of advertising a market. The active, strenuous work of the individual merchant or manufacturer is supplemented by the team work of the Association of manufacturers and merchants, organized for the purpose of advancing the interests of the market or manufacturing centre. In all departments of modern endeavor organized effort has come to be recognized as a necessary element of market promotion. Commercial organization is perhaps more necessary in a great market than in smaller markets. The larger and more diversified a market becomes and the more scattered its potential forces, the more imperative it seems to be to have some one centre of gravity, some one great organization composed of conservative and forceful men, who will stand for, and work together for, general or market interests. Such an organization properly officered, with definite, well defined policies, discovers and develops opportunities for community of interests and produces that valuable quality—educated market enthusiasm.

A number of Tilsonburg's business men and farmers in the vicinity have formed a company to construct and operate an independent telephone line, to serve a section of that locality.

## HARNESS MAKERS IN SESSION.

A good representative meeting of the Harness Makers' Association was held in Toronto on October 26th. About fifty representatives were present, with President C. H. Nix, of Uxbridge, in the chair. The object of the meeting was the re-adjustment of retail prices, made necessary in consequence of the increased prices of stock.

Addresses were delivered by Messrs. H. G. Hannan, Galt; I. Tovell, Guelph; W. McBride, Alliston; C. Kelly, Uxbridge; Philip Pardee, Cooksville; C. Preuter, Listowel, and Messrs. Moat, Lane and Lugsdin, of Toronto.

An advance was generally favored, but there was a difference of opinion as to whether it should be 10 or 15 per cent. As it was decided that it was impossible to cover the increased cost by a rise of 10 per cent., the meeting decided to make the 15 per cent. increase on all prices obtained from August 1st last. Some harness makers already made an advance to the extent of ten per cent. when the cost of production became heavier; to come into line with their comrades they will add the 5 per cent. The following were appointed a committee to arrange a price list of the cost and retail price of harness for uniform adoption; C. Preuter, Listowel; Philip Pardee Cooksville; H. G. Hannan, Galt; Mr. Campbell, Hagersville; C. H. Nix; Thomas McKee, Stirling; McDonald, Richmond Hill, and J. E. Clipson, of Gravenhurst.

The committee will meet the executive in the middle of November and discuss the fruits of their labor.

"If all had the ambition of those that were here," said Chairman Nix, "we need not fear the harness manufacturers in this country. If 500 harness-makers stood arm-in-arm they would get what they want."

NOT IN THE COMBINE

## AN EXPRESS SAMPLE SET

WILL PROVE CONCLUSIVELY  
ALL WE CLAIM FOR

## "The Menzie Line"

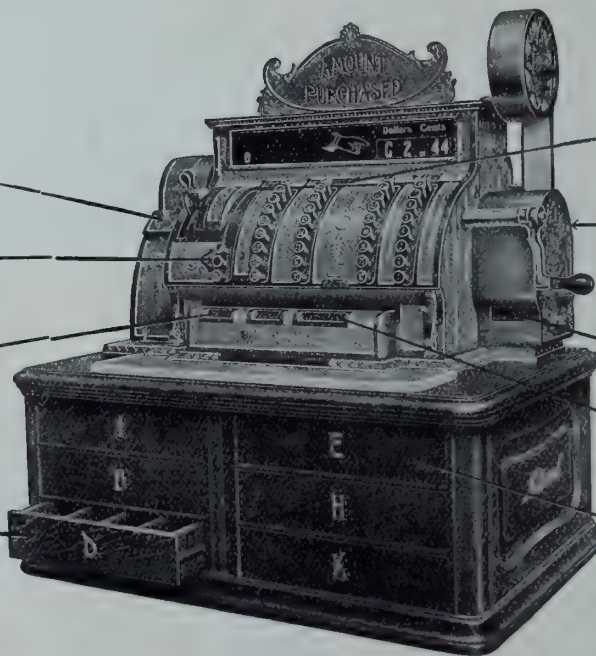
Write for one To-day.  
We Prepay ChargesTHE MENZIE WALL PAPER CO., LIMITED  
TORONTO, CANADA

Each clerk's sales are added separately on this counter. Separate counters under this hood give separate totals of charge sales, money received on account and money paid.

A new and complete system for credit sales, money received on account and money paid out.

This counter shows how many customers each clerk waited on during day.

If there is a mistake of fifty cents in this drawer, or a counterfeit coin or bill, you know that "D" clerk made the mistake.



This counter, under lock, tells proprietor any minute how business is running.

Under lock is private record of each sale and clerk who figures in each transaction.

A receipt printed automatically goes to every customer.

Shows amount, kind and clerk who made transaction. This receipt enforces proper record of every cent taken in by each clerk.

This counter shows total number of customers waited on during the day.

This drawer belongs to clerk "E." Each clerk has his own individual cash-drawer.

You pay for a National Cash Register from the small leaks it prevents

Cut off here and mail to us today

NATIONAL CASH REGISTER COMPANY DAYTON OHIO

I own a \_\_\_\_\_ Please explain to me  
what kind of a register is best suited for my business.  
This does not obligate me to buy.

\_\_\_\_\_  
Name  
\_\_\_\_\_  
Address  
\_\_\_\_\_  
No. clerks



**JOHN M. GARLAND, SON & CO.,  
OTTAWA.**

Fifty-five years' practical experience in the dry goods trade is the record interwoven with the business career of Mr. John M. Garland,

ing up one of the largest and most successful wholesale dry goods houses in Canada. They occupy one of the handsomest and most conveniently arranged business buildings in the capital city, and their constantly increasing trade extends from coast to

has created in the firm the faculty of always having the right article at the right time. The same experience has brought them in close touch with the markets of the world, enabling them to buy at close prices which results in a financial advantage to their thousands of customers.

One of the specialties of the firm is Canadian woolsens, which they secure through their close connection with the local woolen mills. This branch of the business shows a steady increase in volume. This season the firm reports an extra large trade in lumbermen's supplies, of which they have made a specialty for many years. In December last they succeeded in buying a large stock before the great advance in wool, and a record year in this line of goods is anticipated.

It is a pleasure to "The Journal" to recommend to its readers such a substantial firm as John M. Garland, Son & Co. Among the retailers of the country they enjoy a high reputation for honorable dealing and the excellence of their goods.

\*\*\*

**BUSY BERLIN.**

The official figures for Berlin's population and assessment show that the past year has been the banner one in Berlin's history. The population is 11,705, an increase of 854 during the year.

The total assessment is \$4,949,384, which is \$851,432 in excess of last year's assessment. The year has been unprecedented in the matter of new buildings, well on to 300 new residences and several industrial concerns going up.

\*\*\*

The new building of the Wampole Co., at Perth, is nearly ready for occupation.



WAREHOUSE AND OFFICES OF JOHN M. GARLAND, SON & CO., OTTAWA

senior partner of the wholesale dry goods firm of John M. Garland, Son & Co., of Ottawa. His son, Mr. John L. Garland, the active manager of the establishment, has been connected

coast. Their modern warehouse includes nine floors, and is well lighted on three sides. The show-rooms for every department are large, with goods conveniently displayed to the



ONE OF THE DEPARTMENTS, JOHN M. GARLAND, SON & CO.



A CORNER IN THE OFFICE, JOHN M. GARLAND, SON & CO.

with the business in association with his father for over twenty years. Both are men of keen, shrewd, and progressive business ability, characteristics which have aided them in build-

best advantage, having regard for good appearance and economy of labor in handling. The assortment of goods carried is very large, and embraces many lines. Long experience

Fire at Brampton on October 27th destroyed the gents' furnishing establishment of Robinson & Stork, Taylor's flour and feed store, and Ritchie's shoe store.

## Hamburg Felt Boot Co.

New Hamburg, Ont. Limited

HIGH GRADE

# FOOTWEAR

We manufacture all kinds of  
**Felt Boots and  
hoes and All-  
Wool Lumber-  
men's Knitted  
and Felt Socks**

ABSOLUTE SATISFAC-  
TION in knowing that when  
you buy the HAMBURG Felt  
Boots you have the BEST  
GOODS MADE . . . .

Write us for samples and prices. We have JUST WHAT  
YOU HAVE BEEN LOOKING FOR. We sell direct  
from our factory, and give you PROMPT SHIPMENT.



## JAMS, JELLIES, PRESERVES,

PURE and  
UNADULTERATED

Equal to the best English  
or Scotch imported, and  
at some 25 to 50 per  
cent. less.

Manufactured  
and for sale by

# E. D. SMITH

FRUIT GROWER AND SHIPPER,

**WINONA, ONTARIO.**

Also High-Class Nursery Stock, both Fruit and Ornamental.

## "Maltese Cross" and "Lion" Rubber Heels

Just soft enough to give  
the most comfort

Just hard enough to give  
the most wear

MANUFACTURED SOLELY BY

**The Gutta Percha and Rubber Mfg. Co.  
of Toronto, Limited**

HEAD OFFICES:

**47 Yonge St.,**

**TORONTO, Can.**

Branches

MONTREAL  
WINNIPEG  
VANCOUVER

## Pot Barley Pearl Barley Pure Barley Feed

WRITE US FOR QUOTATIONS.

Our New Mill is now  
running. It is better  
and larger than the old  
mill burned in Novem-  
ber 1904. The Plant  
and Machinery are the  
latest improved.

OUR GOODS WILL SATISFY YOUR CUSTOMERS

## John Mackay Co., Ltd.

BOWMANVILLE, ONT.



The  
**Retail Merchants'  
Journal**  
of Canada

THE OFFICIAL ORGAN  
of  
**The Retail Merchants'  
Association of Canada**  
(INCORPORATED)

"All Retail Merchants United"

PRICE, \$2.00 PER ANNUM,  
IN ADVANCE

Correspondence is invited, but we do not hold ourselves responsible for the statements or opinions of those using our columns.

Copy for change of advertisements must be sent to the office, 21 Richmond St. West, Phone M. 2316, not later than the 1st of each month.

Secretary and Editor, E. M. TROWERN  
21 Richmond St. West, - - Toronto

Treasurer, J. A. BEAUDRY,  
88 St. Denis St., - - - - Montreal

NOVEMBER, 1905

### A WORD TO BRANCH SECRETARIES.

We again draw the attention of secretaries of local Branches to the importance of forwarding to "The Journal" such items of news from their respective localities as will be of interest to members of the Association throughout the country. There are doubtless many matters which engage the attention of different Branches that are of interest to others. Through the action of a Branch some particular grievance or inconvenience may have been adjusted; or may be still in existence. It is interesting and instructive to members of other Branches to know of this, to know of what action has been taken to ameliorate adverse conditions, and what success has attended such action. Information of this nature will be of material assistance to other Branches where the same conditions may exist, and be the means of improving the business conditions of the merchants in other localities. Such an interchange of information and ideas through the medium of "The Journal" should tend to greatly

facilitate the work of the Association in attaining many of the objects for which it justly contends. For example, suppose a Branch in some town adopts a method regulating the merchants' contributions to fall fairs, celebrations, etc., which heretofore to a large extent had been a hold-up game, such method, if known by other Branches, might be profitably adopted where a similar rule is considered necessary. Lighting contracts, water rates, special assessments and kindred matters under the control of a municipal council and affecting the retail merchants are synonymous in many localities. United action of the members of a Branch may secure to them a measure of protection which could not be obtained by individual effort. Such information, disseminated through the columns of "The Journal," must be beneficial.

Reports of meetings, elections of officers, conditions of trade, seasonable prospects, items of a personal nature respecting members, such as removals, improvements to property, new buildings, etc.; all are interesting. A good secretary with very little effort can furnish "The Journal" with many interesting letters on these topics, the result of which will be of immeasurable benefit to the Association as a whole in the way of drawing closer the bond of unity which militates for the general good.

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### OUR DUTY TO THE ADVERTISERS.

Do many of the individual members of The Retail Merchants' Association of Canada throughout the country ever seriously consider the amount of labor and expense involved in the production of "The Journal" from month to month? It is no inconsiderable item, and is mostly met by the revenue derived from the advertisements contained in its pages. It is this particular point which we wish to bring prominently to the individual notice of every member. Advertising is a commercial transaction. The manufacturer

or wholesaler who purchases space in "The Journal" is not actuated by motives of benevolence. He is not buying this space with the particular object of assisting "The Journal" any more than the man who buys a suit of clothes does so to assist the merchant. He expects his advertisement in "The Journal" to bring him an adequate return in increased business. If it does so he continues to be an advertiser, and probably increases his patronage in proportion to the returns. If the advertisement does not bring him increased business he does not renew his contract, and "The Journal" is deprived of just that much revenue.

"The Journal" being the official organ of our Association, and placed in the hands of every one of our several thousand members, the advertiser naturally expects his returns to come from that source, and advertises such lines of goods as are required by retail merchants.

We believe that every member of our Association is interested in the success of "The Journal," and one of the best methods of giving practical evidence of that interest is to patronize as far as possible the advertisers who use its columns. They are all reputable and reliable manufacturers and dealers in such goods or material as are required by our members in their every-day business. "The Journal" trusts that a fair patronage will be accorded our advertising patrons by the many members of our Association.

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### WANT MORE DETAILS.

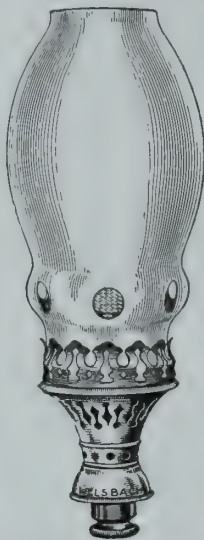
H. C. Beckett and others forming the Price Committee of the Ontario Grocers' Guild, who are being sued by the Grocers' Wholesale Supply Co., of Hamilton, applied to the Master-in-Chambers for an order striking out eight paragraphs in the Supply Company's amended statement, but the Master refused the application while making an order for fuller details from the Supply Company. The latter are suing Mr. Beckett and others for \$100,000 damages sustained by them through the action of the Price Committee of the Grocers' Guild in imposing illegal restrictions on their business.

**THE ROCHESTER LAMP CO.**

Call attention to their large stock of

**Oil and Gas Lamps, Glass Shades,  
Chimneys, Burners, Etc.**If you want the best  
selling Gas Lamp  
write us for either**The Welsbach,  
No. 71.****The Lindsay,  
No. 5.**

OR

**The Wieduhold**We also have a full  
line of the cheaper  
Lamps and Mantles  
at very low  
prices.If you are in the line  
for Gas Fixtures send  
for our Catalogue and  
Prices. To be had  
for the asking.**THE ROCHESTER LAMP CO.**  
109 CHURCH ST. - - TORONTO

We Solicit Comparison

**W. H. Snyder  
Pianos**They are appreciated by cultivated musicians  
and are the preferred instruments in musical circles.  
Any person with musical proclivities can readily  
understand, that**Trueness of Tone**is absolutely necessary to the preservation of correct  
musical taste.**The Snyder**is the highest grade piano made, and is the constant  
choice of the leading masters.Sold on easy payments. Write us for catalogue  
and prices.**W. H. Snyder & Co.**

Berlin, = Ontario

Waterloo cars pass our door.

**3 — GOOD —  
SELLERS****BREAKFAST CEREALS  
BEAVER OATS .  
SWISS FOOD . .**MERCHANTS CAN SAFELY RECOMMEND  
ANY OF THE ABOVE. MADE UNDER  
NEW AND IMPROVED PROCESS.**CLEAN—ABSOLUTEY PURE—NO HULLS.****GOLD MEDAL**

AT "WORLD'S FAIR."

**MUST BE GOOD OR NO MEDAL.****NOTHING BETTER.  
KEEP WELL STOCKED.****P. McINTOSH & SON**  
TORONTO, CANADA**ONEIDA  
COMMUNITY'S  
WELDLESS  
Cow Ties.**ILLUSTRATION  
SHOWS THE**NIAGARA  
WIRE LINK  
OPEN RING TYPE****ALSO MADE IN CLOSED RING, THREE  
CHAIN and DOMINION (or "Short") TYPES.**ONEIDA COMMUNITY COW TIES CAN BE  
HAD OF ALL THE LEADING JOBBERS.  
WE INVITE CORRESPONDENCE WHERE  
ANY DIFFICULTY IS EXPERIENCED IN  
OBTAINING OUR GOODS.**ONEIDA COMMUNITY, LIMITED,  
NIAGARA FALLS, ONT.**



## RETAIL MERCHANTS SHOULD COLLECT THEIR ACCOUNTS THROUGH THE BANKS

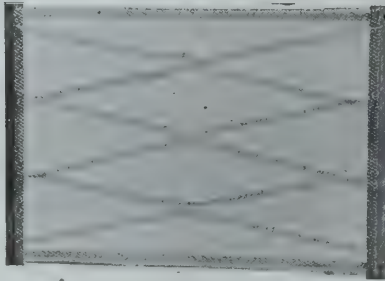
We understand that the Canadian Bankers' Association intend to ask at the next session of the Dominion Parliament for greater restrictive measures to be placed upon the granting of bank charters. If this request is made, having wholly in view the object of preventing charters from being issued for the benefit of professional bank promoters, or by being used by a number of persons who have no practical knowledge of the science of banking, but who recognize that our Canadian banks have paid good dividends in the past, and who think that all banks should do the same, and who, through lack of experience, may bring our banking system into ill-repute, then the request of the Association should be recognized. If, however, the desire of the Bankers' Association is to place a handicap on all those who may desire to secure a bank charter so as to obtain for the present holders of charters a monopoly of the banking system, then their request should not be granted. Canada at the present time has resources beyond the slightest conception of most men. Her immense grain, timber, fish, cattle and agricultural products surpass in abundance any country of its size and age on the globe. What we need most is more men and more money. Thousands upon thousands of dollars are being invested in permanent improvements that are necessary, and which are being done now for the benefit of the present as well as for future generations.

New, substantial bridges, steam and electric railways, power stations, road improvements, both Government and municipal, public and private buildings, factories, warehouses, shops, elevators, vessels, canals, are all absorbing and using to the limit the capital and the private savings owned and controlled by our banks. It seems to us, therefore, that while the

application for so many bank charters may have a tendency to unsettle the more staid and conservative directors of some of the older banking institutions, it shows a very healthy condition of development, and if they are so safeguarded that by their anxiety to secure business they will not lend themselves to ventures that are not sound and safe, and thereby bring discredit not only on themselves, but upon our whole banking system, the addition to the banking ranks should not cause either jealousy or alarm. It seems to us, however, that the present banks have by no means absorbed their field of new business. They seem to almost entirely overlook the most important commercial factor in the community, the retail merchant. As a class we have more capital invested, more money in circulation, and more merchandise in our possession than all the manufacturers, wholesalers, banks or financial institutions combined. We own or control the most highly assessed property in Canada, and there is scarcely one dollar of the currency of any bank but what does not pass through our hands, and is kept in circulation by us. Yet few banks have recognized our importance. Most bankers are under the erroneous impression that retail merchants should buy and sell exclusively for cash, and that when they grant a retail merchant a line of credit that it is usually done as a personal favor rather than a business proposition, and thousands upon thousands of retail merchants will testify that when they have asked for a small line of credit to carry them over a busy season they have been met with the old, time-honored reply: "Well, we want to help you, but you should make your customers pay you spot cash. We will grant you a small line, but you know it is not supposed to be good banking." Now, we do not mention this in any disrespectful

manner, because we believe that few bank managers have more hearty sympathizers among any class than they have among retail merchants, who know something of the difficulties that surround opening accounts with new customers every day, and whether it is cash or merchandise for which credit is given, the precautions to be taken are somewhat similar. However, to come directly to our subject, while on the surface it may seem reasonable to say that all merchandise sold over a retail counter should be sold for cash, experience proves that it is not done, and we venture to say never will be done. Perhaps not over five per cent. of the retail merchants of Ontario do a strictly cash business; of course, this does not include selling liquor retail over the bar—that is supposed to be strictly cash, and it is about the only strictly retail cash business that we know of. With the invention of the telephone the field for credit has grown larger, and hundreds of customers now order "over the phone" who used to visit the store personally. If the customer's credit is good, retail merchants prefer good monthly accounts for several reasons. It saves sending a lot of change out by the drivers or keeping it constantly on hand. It enables the merchant to make an estimate of who he will have to provide for during the month. Regular customers are given better service than that given to bargain hunters. And credit is more convenient in most ways for the customers, and, as all C.O.D. orders are charged before they leave the store the work of charging and book-keeping is about the same; and this brings us to the collection of the accounts, the field that we consider the banks have neglected, and the retail merchants have not made themselves sufficiently familiar with. Most wholesale houses, manufacturers and pub-

THE  
**ELMIRA SPRING BED  
 AND MATTRESS CO.,**  
 ELMIRA, ONTARIO.



WHOLESALE MANUFACTURERS OF ALL KINDS OF

Bed Springs and Mattresses,  
 Wool and Feather Pillows.

WRITE US.

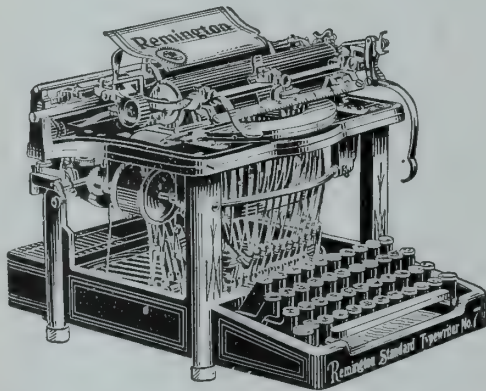
**Gurney's  
 Latest  
 Range**



**The Imperial Oxford**

Is the Most Up-to-date Range on the Market and the Most Economical Fuel Saver with Defusing Oven Flue, Draw Out Oven Racks and Grate Draw Out in front. Sold at

**GURNEY'S, 231 Yonge St. and 287 College St.**



**A Remington  
 Typewriter**

Is just as essential to the Retailer as a Cash Register.

THE ONE IS A BUSINESS GETTER.

THE OTHER, A BUSINESS CHECKER.

Our new FREE booklet, "How to Build up Trade," is brimful of interest to YOU, and is yours for the asking.

**Remington Typewriter Co.,**  
 Limited,  
 TORONTO, ONTARIO.

**Trade  
 Bringers**

**The Leader  
 Barrel  
 Churn**



New Model (Style "E.")  
 Angle, Steel Frame, Bicycle  
 Ball Bearings, Hand and  
 Foot Combination Drive,  
 quickly detachable from Bar-  
 rel. Spring attachment to  
 treadle, giving an easy and  
 elastic motion.

**The New Century  
 (Ball Bearing)  
 Washing  
 Machine**

Has been on the Canadian market about three years.

It has been said that: "The memory of equality lasts long after the price has been forgotten."

This applies to the New Century most emphatically.

It is built to satisfy, and it does satisfy both the dealer and user.



**The Dowsell Manufacturing Co., Ltd.,**  
 HAMILTON, CANADA.



lishers collect all their accounts by placing drafts through the bank, and why should not all retail merchants collect theirs in the same way? It is less expensive, more accurate, and more business-like. First, render the account, and make out drafts at ten, twenty or thirty days, and notify your customers that you have drawn on them, and if this is explained at the time of the opening of the account, and made a condition on which credit is given, more money will be collected, less loss made by bad accounts, and a whole lot of time saved by the merchant, who can devote it to better purposes than running around endeavoring to collect accounts that can be better done by experienced bank collectors, who are constantly in the district. Banks can, and should, be made of more use to the retail merchant than they are. The principle involved is the same, whether the collection is large or small, or whether it is made from a lady clerk in a warehouse or from a lady housekeeper in a private house.

As we said before, when the customer is educated up to the system of paying by bank draft it would be found indispensable, both for the housekeeper as well as the merchant, and we believe that all we require is to urge this system upon our bank managers, and now that bank charters are being freely dispensed we think that it is a good time for retail merchants to make satisfactory arrangements with their banks, and then educate their customers. We would like an expression of opinion on this subject from all our Branches.

\*\*\*

### EVADING THE CUSTOMS LAW.

In our last issue we referred to the alarming extent that petty smuggling was practised at Chatham and vicinity, and to the apparent inadequate means employed by the Customs Department to enforce the tariff laws. From other towns the same complaint is heard. In fact, every town in Canada, situated within fifty miles of the border, where there are convenient transportation facilities between this coun-

try and the United States, is subjected to the same breach of the law. Unfortunately to the minds of most people smuggling becomes a crime only when it is detected, and even then some political or financial influence too frequently mitigates the offence, and the penalty is a burlesque rather than a punishment. The man or woman who could not be induced under any circumstances to tap a till or rob a safe do not hesitate at petty smuggling; in fact, they rather pride themselves on the achievement. The one who taps the till or robs the safe is simply guilty of theft, and amenable under the Criminal Code. The smuggler commits a breach of the Customs law, and is practically guilty of theft inasmuch as they deprive the local merchant of the money which should go to him for goods which the smuggler purchases in a foreign country, and on which he evades payment of the legitimate tax.

In nine cases out of ten these contraband goods are in reality no cheaper than the article sold by the local merchant, yet the merchant suffers a loss of trade because of the mistaken idea a good many people have that goods are better if purchased away from home.

The merchants, however, are wearying of the pernicious practice, which curtails their business to such a large extent, and a strong agitation is being made to abate the evil. Among those who are entering vigorous protests to the Government are the business men of Sarnia who will appeal for more stringent inspection at that port. They claim to lose heavily every day by reason of Sarnia people shopping in Port Huron and smuggling the goods across the river. Mayor Barr, who is a business man, says that on a recent Saturday count was kept, and that on that day over two thousand Sarnia people did shopping in Port Huron. Women appear to be the principal offenders, whose voluminous skirts and spreading sleeves make convenient receptacles for the concealment of many parcels.

At all the ports there are several Customs officers, who are supposed to make a rigid inspec-

tion, but how well they succeed is made known by the thousands of dollars' worth of goods which daily escape their notice. At such ports as these several lady examiners are necessary, women who will show neither fear nor favor, but rigidly perform the duty for which they are appointed. From Windsor, Amherstburg, Niagara Falls, Fort Erie; in fact, all along the line comes the same complaint.

It is one of the aims of our Association to wipe out of existence as far as possible this evil, which is so detrimental to the business of the local merchant. He bears his goodly share of the taxation and other expense consequent upon the maintenance of the institutions of his town, and he is entitled to protection and the enforcement of the law.

\*\*\*

### GOOD ROADS BENEFIT RETAIL MERCHANTS.

At Niagara Falls, where there is a good working branch of our Association, the business men and retail merchants have become interested in the question of good roads. At a recent meeting of prominent residents and business men it was decided to form a Good Roads Association and urge the building of a boulevard along the Niagara River, from Niagara-on-the-Lake to Fort Erie. To the retail merchants of Niagara-on-the-Lake, Queenston, Niagara Falls, Chippewa, Bridgeburg and Fort Erie the construction of such a thoroughfare means much in the way of improved trade conditions. The prime object of this Association is to secure the construction of the boulevard mentioned, but this is not likely to be the limit of its good intentions. There are other leading roads into Niagara Falls which bring trade from the surrounding country and the ultimate improvement of these is also in contemplation.

Retail merchants in Canadian towns probably suffer more than any other class through bad roads in spring and fall. There are times during these seasons when they are almost impassable and the result is that many a farmer who would drive to town is not able to do so.

YOU SHOULD SELL

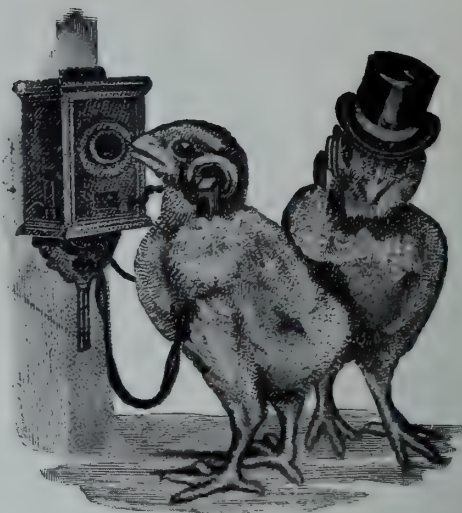
# MYERS' SPICE OF LIFE

USED FOR HORSES, CATTLE AND POULTRY,  
and thus patronize home industry. There is a good  
profit to the dealer.

## Myers' Royal Spice Co.

took the only medal awarded at the World's Fair,  
St. Louis, Mo., 1904, for Cattle and Poultry Spices.  
Also, they hold other six first prize medals procured  
in Europe, and four first diplomas from various Cattle  
and Poultry shows in Canada.

Write for prices, also a book worth 25c. on this  
subject will be sent free to anyone writing for same.



## Use Myers' Spice

It causes more eggs to be produced  
than any other condiment can do

Also Myers' Condiment for Cattle

MYERS' ROYAL SPICE CO., NIAGARA FALLS, ONT.  
and NEW YORK.

IF YOU WANT TO

# KEEP WARM

NEXT WINTER, ✻ ✻ ORDER YOUR

# COAL

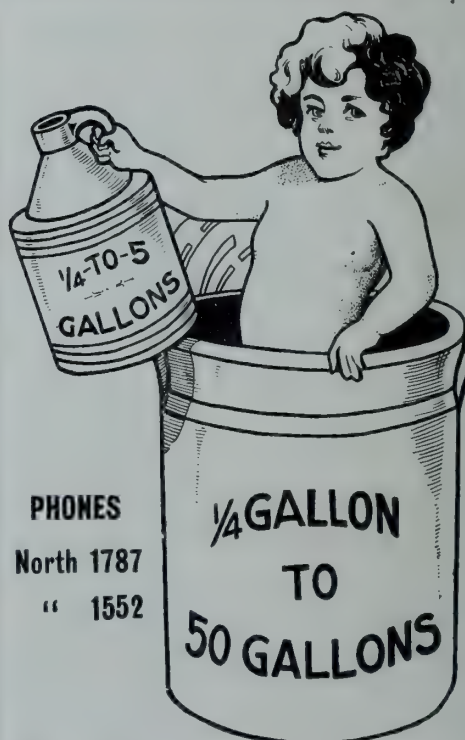
OF US.

IT'S COAL THAT HAS  
PLEASED FOR YEARS

'Phone 131 Main

## P. BURNS & CO.,

44 KING STREET EAST  
TORONTO.



PHONES  
North 1787  
" 1552

We  
MANUFACTURE  
The best  
and most  
attractive  
STONE  
WARE  
Marketed  
in the  
Dominion

Ask for  
Catalogue

## The Toronto Pottery Co., Limited

75-81 Cottingham St., Toronto, Ont.



Unable to market his produce at a seasonable time, it deteriorates in value, when afterwards offered for sale brings only a small price, which compels the farmer to purchase a less quantity of goods, and the merchant to lose a corresponding amount of trade.

It is such conditions as these that should interest retail merchants in the good roads agitation. No other class of the community has a better opportunity or more influence along this line. The rural resident and his municipal representatives are the merchants' customers and in their dealings together the merchant is remiss in business if he does not strive to impress upon such customers the necessity and convenience of improved highways. This influence extends to the representatives in Parliament, and a chain is thus formed that must have effect. Such agitation followed up by determined action such as has been taken at Niagara Falls is one of the things that will assist the retailer to keep the trade which rightfully belongs to him.

## Cowan's Perfection Cocoa

(Maple-Leaf Label)

*Absolutely Pure. Double  
the strength of other Cocoas  
costs less than half a cent  
per cup.*

*Cowan's Chocolate,  
Cake Icings, Etc.*

The

**Cowan Co., Ltd.**  
TORONTO.

### COOPERAGE COMBINE.

At the Queen's Hotel in Toronto, a few days ago, Messrs. James McInnes, Chatham, President of the Ontario Coopers' Association; W. H.

Matthews, Trenton; John Cooper, Tupperville; F. H. Lawrence, Watford; W. B. Cargill, Cargill; Neil Watson, Mayor of Mull, Ont.; J. R. Reaume, Essex; J. P. McAllister, Guelph; R. M. Pincombe, Strathroy; W. A. Burt, Toronto; G. S. Zimmerman, Tavistock; John Anderson, Wallaceburg, and J. C. Sheppard, Tillsonburg.

Instead of an actual merger of plants the combination proposed is the incorporation of a joint stock company, capitalized at \$100,000, in which the independent manufacturers are permitted to subscribe according to the number of sets in operation. This company would establish a central office for buying and selling stock and output. Travellers would be disposed of, making, they estimate, a saving of from three to four per cent. Inspectors would be employed to guarantee to the consumer a high grade of stock, and by the elimination of cut-throat competition the coopers will be able to buy more economically. The control of output would be another important result.

About twenty manufacturers have joined the company, and when eighty per cent. of the output is under control the company will be incorporated, probably with headquarters at Toronto.

Mr. F. H. Laurence, of Watford, will visit those manufacturers who have not yet joined the combination, and upon his efforts and an assisting committee will depend the materialization of the project.

\*\*\*

### ENFORCING THE LAW.

At Montreal on November 8th, N. P. Hamilton, a traveller representing a firm in London, England, was fined \$50 and costs for neglecting to pay the provincial travellers' tax. This is the first case of the kind that has appeared in the Province under the new enactment.

\*\*\*

### A BARGAIN HUNTER INDEED.

The women of the Yankee States may think that they are clever at driving bargains, but the claim is made here now, without evasion or equivocation, that in Guthrie, Okla., lives a woman without a parallel for commercial wit. Several months ago she entered a large department store in New York city to buy a yard of silk, which the clerk told her would cost her 35 cents. Her purchase left a remnant of one and one-half yards. The clerk suggested that she buy the remnant. "What will you take for it?" asked the Guthrie woman. "Twenty cents, madam," replied the clerk, politely. "Well, I'll take it, but you can keep the yard you've just torn off." The clerk was staggered for a moment, but appreciating the humor of the proposal, smilingly made the exchange.—Kansas City Times.

### THE SUGAR BEET INDUSTRY.

A news item from Detroit, Mich., which appeared in the daily press about the first of this month, stated that a number of steamers and barges would be kept busy for a month carrying sugar beets from Ontario ports to the sugar factory at Marine City, Mich. It was estimated that over twenty thousand tons would be shipped out of Western Ontario.

An extract from another item referring to the sugar factory at Berlin, Ont., says: "The yield of sugar beets this year has been greater than last year, measured by the amount taken to the factory. Indications are that the output of sugar will be considerably in excess of last year."

The manufacture of beet sugar is no longer an experiment. It has become a profitable and thriving industry, especially so in the United States. During the past five years four sugar factories have been erected in Ontario, and another one is likely to be constructed next season. At Berlin and Wallaceburg the factories are still in operation, and doing a profitable business. The plant of the Dresden factory has been removed to Michigan, sufficient beets not having been secured to run it profitably. This shortage of material was due to a twofold cause: proximity to the Wallaceburg factory and the difficulty experienced to induce farmers to grow beets in sufficient quantities. Beet culture on a large scale was a new feature, and not properly understood by a majority of the farmers, who preferred to experiment with small plots before making large contracts. To these causes the removal of the Dresden concern is largely due. At Warton, Ont., another half million dollar factory was erected and run for two seasons, but owing to injudicious management at the financial end it was forced into liquidation, and is not yet free from the meshes of litigation. There is a strong probability, however, that the difficulties will soon be cleared away and the factory again put into commission.

Beet sugar factories have been profitable in Michigan. The cultivation of sugar beets has proved profitable to Ontario farmers. Analysis has shown the Ontario-grown beet to yield the largest percentage of sugar.

In view of these facts it does seem somewhat absurd that the Canadian beets should be sent to Michigan instead of being used in Canadian factories. Surely capital and favorable legislation could be combined to foster and make profitable such an industry in Canada.

\*\*\*

There is an agitation on foot in London to establish a large canning factory.

## ALL LEADING GROCERS

BUY THE

# Peacock

## Brand of Wines

BECAUSE THE QUALITY IS ALWAYS THE FINEST, AND CONSUMERS WHO ORDER ONCE, ALWAYS ASK FOR PEACOCK BRAND.

### PURE, UNFERMENTED, WHOLESOME.

MADE FROM CANADIAN FRUIT.

**FLAVORS**—GRAPE, RED CHERRY, BLACK CHERRY, STRAWBERRY, RASPBERRY, GINGER, TOKAY. - - - - -

Put up in cases of one dozen.

Ask your Wholesaler for these goods.

## BATES MANUFACTURING CO.,

LIMITED

9-11 Francis St. TORONTO, CAN.

## MADE IN CANADA

TRADE **B** MARK

**B** SUSPENDERS ARE A PLEASURE TO SELL. THE MERCHANT KNOWS THAT HE IS GIVING HIS CUSTOMER THE **BEST MATERIAL** AND **BEST WORKMANSHIP** POSSIBLE.

ALL GOODS AT **\$4.00** AND UPWARDS ARE **GUARANTEED**. WE HAVE GOODS AT ALL PRICES, AND EVERY PRICE IS **RIGHT**, REPRESENTING GOODS THAT ARE **UNMATCHED**.

WE SOLICIT YOUR ORDERS.

WE SHIP PROMPTLY.

THE

## BERLIN SUSPENDER & BUTTON CO.

Manufacturers, - BERLIN, ONT.



The healthy growth of this Company may be seen by a comparison of the following figures for decennial periods :

Year	Payment to Policy-holders	Assets	Surplus	Assurance in Force
1874	\$ 5,854	\$ 33,721	\$ 4,293	\$856,500
1884	66,073	652,661	47,223	7,835,900
1894	301,681	2,866,559	277,647	18,767,698
1904	524,615	8,220,530	772,072	40,476,970

Extract from the President's Annual Address, March 2, 1905.

The indications are that the present year will be the best in the history of the Company.

ROBERT MELVIN, President. GEO. WEGENAST, Manager.  
W. H. RIDDELL, Secretary, WATERLOO, ONT.

Protect Your Property

WITH THE

## DIAMOND

### Fire Extinguisher

A dry powder put up in metal tubes 22 inches long. Hangs on strong nail or hook.

It will instantly extinguish the most furious flames of wood or oil.

Guaranteed by best Canadian authority.

WRITE FOR DESCRIPTIVE CIRCULAR TO

THE  
Diamond Dry Powder  
Fire Extinguisher Co.,  
LIMITED

120 Victoria St.

TORONTO

Agents Wanted.



### RETAIL MILK DEALERS ORGANIZE IN PETERBORO'.

The milk dealers of Peterboro', about fifty in number, have decided to advance the price of milk from five to six cents per quart. This action was taken only after mature consideration of the matter from a business standpoint, the advanced cost of supplies and other extra expenses incidental to the cold weather season. While the slight rise in price means a little more outlay on the part of the consumer, it does not increase the profits of the vendors. The action has, however, prompted the citizens to demand a municipal by-law to license the milk dealers and provide for rigid inspection. Such a by-law will undoubtedly be welcomed as much by the dealers as the public. It gives the public a guarantee of a good article from a reputable dealer, and it places the dealer in a position that makes sanitary care necessary in the conduct of his business, and, in fact, places the trade in the hands of responsible men. In this respect the increase in price should be beneficial to both dealer and consumer.

\*\*\*

### TOBACCO INDUSTRY IN YORK COUNTY.

The Minister of Agriculture of Ontario recently made an automobile tour through several sections of the Province, making personal observations of the culture of native tobacco. A. Hill of Aurora, has had nearly fifty years' experience in the growth and manufacture of tobacco. He experimented in many of the States, and some four years ago he became impressed with the possibilities of the climate and soil of certain portions of York County as being congenial for the production of high-grade tobacco for cigar leaf. As a result of his experiments he has produced a quality of cigar leaf tobacco, which is unexcelled. Mr. Hill is the originator of a high-class of hybrid, having first produced the seed in Florida, and he has demonstrated that some sections of North York will produce the highest quality of this celebrated hybrid. He shows about one hundred pounds of this choice leaf in course of curing. This tobacco was planted on the farm of George Lemon, of Aurora, on the first day of June, was harvested during the latter part of August, and was cured in an ordinary shed in the short space of five weeks. Another extraordinary result attained in connection with this planting was the fact that a second crop was harvested off the same plants in less than a month, and the second crop is now cured. Large packers have offered 12 cents per pound for the tobacco, and have expressed astonishment that such splendid quality could be grown in Canada.

### SHIRTS, COLLARS AND CUFFS.

The Williams, Greene & Rome Co., Limited, was founded in 1881, and has therefore been in business 24 years. During this time, the business has grown steadily and is now the largest of its kind in Canada.

the best books; Rest and Recreation Rooms for both men and women, equipped with bath and Dressing Rooms; the W. G. & R. Benefit Association, which for a nominal fee offers the employees protection

TRADE MARK  
W. G. & R.

### EXECUTIVE OFFICERS



S. J. WILLIAMS, President.

J. J. POLLOCK, Vice-President. A. A. MUSSELMAN, Sec'y-Treas.

DIRECTORS:—R. H. BRUCE, JOHN EDGAR.

The firm's buildings are beautifully situated on Queen St., South, Berlin, in one of the finest residential parts of the town. The plant is very complete, being equipped with the most up-to-date machinery, and no time or expense is spared in making the factory and its surroundings a model place for the employees of the Company.

A few of the principal features which have been developed from the Welfare Work carried on by the Company and employees is the opening of a Dining Room to seat 100 people; a Library with over 250 volumes of

against loss of time through sickness and free medical attendance; a Dramatic and Literary Society. The Athletic Association has transformed the grounds bought for them into a beautiful place for recreation and outdoor games.

The factory is governed by an Executive Committee composed of the heads of departments. Everything relating to the policy of government, adoption of new styles, or any changes and innovations must be thoroughly discussed by this Committee.

With these conditions and a select

## IT PAYS US

To give our customers satisfaction  
in Price, Fit, Material, Workmanship

AND

## IT WILL PAY YOU

To investigate what we say.

**G. Hawley Walker**

For Ordered Clothing.

**126 Yonge Street,  
Toronto, Ont.**



## THIRTY DOLLARS

Gave these young people a start  
by providing tuition for a three  
months term in our well known  
School—The

**Central  
Business College**  
OF TORONTO

We are helping over 1200 young men  
and Women each year to good business  
positions. We provide 20 teachers,  
give best and most modern courses, and  
produce good results.

Our Catalogue is free on request. Write for it.

**W. H. SHAW, Principal**

393 Yonge St., Toronto

## The ELMIRA FURNITURE CO.

(LIMITED)  
ELMIRA, - - - ONTARIO

MANUFACTURERS OF  
MEDIUM and HIGH CLASS

## FURNITURE



FANCY TABLES, TAB-  
OURETTES, CHAIRS,  
ROCKERS and DINERS.

IF YOU WANT ANY OF THE  
ABOVE

**WRITE AND TRY US**

EVERY ARTICLE A READY  
SELLER AND A

**MONEY MAKER**

SATISFACTION GUARANTEED.  
WATCH OUR ADV. EVERY ISSUE.

**The ELMIRA FURNITURE CO.**

(LIMITED)  
ELMIRA, - - - ONTARIO

## STOREY'S

"The Best Made Gloves  
in America"

Such is the praise given, not once or  
twice, but many times to

## Storey's Gloves

If good glove judges have so expressed  
themselves, do you not think you can  
handle

## Storey's Mitts and Gloves

with advantage to your trade?

How are you prepared for Fall trade?  
Do you need some good lines in Men's  
Fine Gloves? Anything in heavier goods  
for rougher wear.

*Mail Orders Always Welcome.*

**W. H. Storey & Son, Limited**  
ACTON, ONT.



class of employees the best workmanship is guaranteed, and the trade mark, "W.G. & R." on all their goods is the hallmark of excellence.

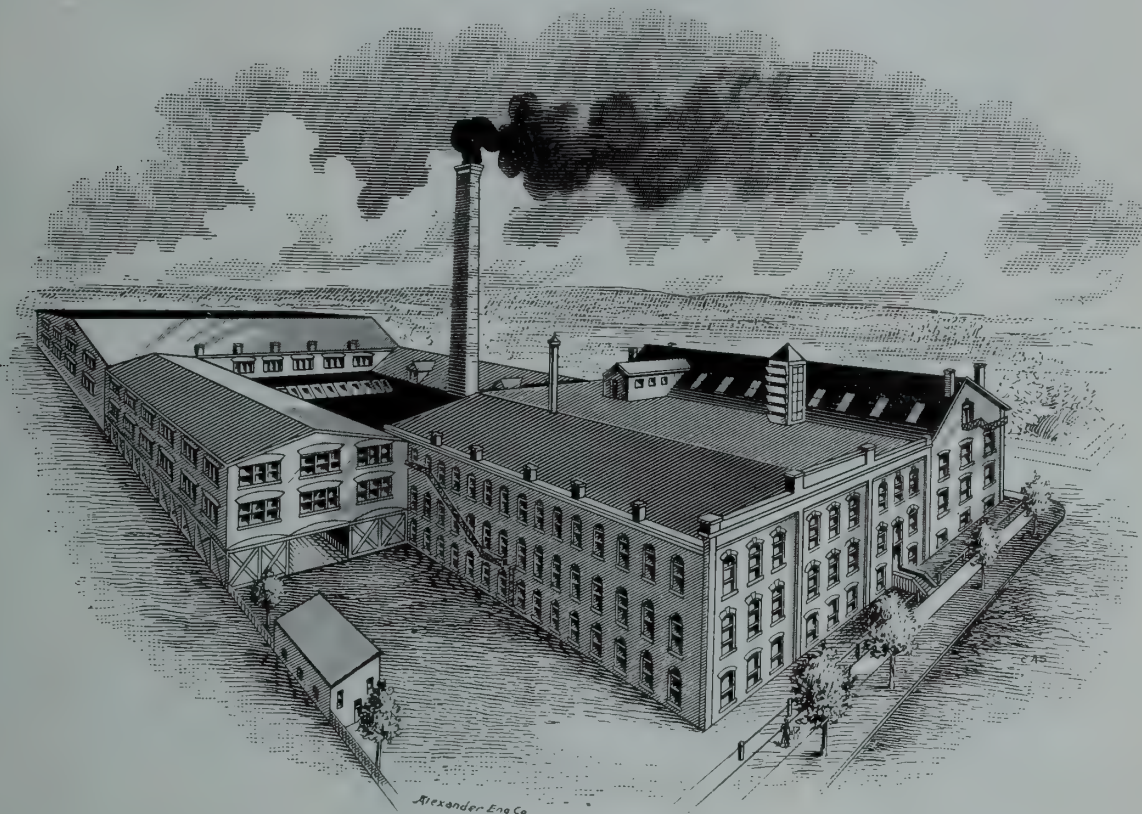
Visitors to Berlin are invited to call and see the factory.

### CALIFORNIA RAISIN MERGER.

The California raisin growers have devised a plan for safeguarding their interests, and in order to adequately cope with the business.

The plan includes four corporations and intercontracts. There will be a contract between the California Raisin

The new joint packing company is to do all the packing, seeding and selling for three years. The packing is to be done at actual cost. In previous years certain definite sums were fixed as actual cost, but as a matter of fact large profits were made, as the actual cost was under the arbitrary figures. The growers will also



THE HOME OF "BEST MADE" SHIRTS, COLLARS AND CUFFS

### WHAT IS LUCK?

A successful business man, almost universally spoken of as lucky, says: "What is luck? Luck is rising at six o'clock in the morning, spending not more than half your income, minding your own business, trusting to your own resources, keeping your own confidence, making your opportunity, and leaving nothing worth doing to chance."

\*\*\*

### THREE DOLLARS PER HEAD.

The per capita consumption in Canada last fiscal year of spirits, beers, wines and tobacco shows 1.030 gallons of spirits per head of population, 4.972 gallons of beer, .090 gallons of wine, and 2.686 pounds of tobacco. The drinkers and smokers together contributed a little more than \$3 per head for the entire population to the revenue of the country.

\*\*\*

The Merchants Rubber Co., of Berlin, intend erecting another large factory.

Growers' Co., party of the first part, and the packing house company of the growers, party of the second part; the following packing firms; Pacific Coast, Griffin-Skelley, the Phoenix, Castle Bros., Fresno Home, J. K. Armsby Co., Guggenheim Co., Madison & Bonner, and the A. L. Hobbs Packing Co., party of the third part, and the Mercantile Co., party of the fourth part. The last named company is merely to distribute profits and expenses among the packers proportionately.

The joint growers and packers' packing company will be known as the Central California Packing Co., with a capital stock to be agreed upon, and to be controlled by eleven directors, five from the packers and five from the growers, with one neutral director. The stock will be equally divided with provision for neutral shares.

The present packing houses are to be purchased by the company at their appraised valuation by insurance adjusters upon a fire basis. The growers will purchase their interest with the half cent provided in the contract.

have their share of the returns from the by-products. The matter of seeds alone runs up into the thousands of dollars.

The profit for the packing company is fixed definitely at \$20 on seeded and layer raisins and \$10 a ton on loose goods. This may be deceptive at first thought, as in reality it amounts to the growers to but half these figures, as the growers being equal partners in the business will share half the profits.

\*\*\*

### CALIFORNIA LEMONS.

The lemon crop is making a very good showing. The season will be in movement in real earnest in a few weeks.

The acreages have been cultivated to their fullest extent, the high prices ruling this year having had a very stimulating effect on the lemon growers. It is expected that plenty of fruit will be ready for the market shortly.

\*\*\*

W. L. Jackson, a Brockville clothier, has sold out.



### INSURANCE REPORT.

The detailed report of Dr. J. Howard Hunter, the inspector of insurance companies and friendly societies inspected and registered by the Province, has just been issued. It brings the record down to the last day of December, 1904, when the number of companies doing business and their standing were as follows:—

Four life insurance companies, three of them joint stock and one mutual, with a net aggregate amount at risk of \$6,640,715; assets of \$506,555; an income of \$598,534 and expenditure of \$450,961, including \$128,520 expenses of management.

Three joint stock fire insurance companies, income, \$438,811; expenditure \$491,666, including \$67,620 as expenses of management; assets, \$319,601, and aggregate risks of \$19,196,943.

Thirteen cash mutual fire insurance companies with assets of \$2,166,504; \$126,021,623 at risk; receipts of \$1,782,102; expenditures, \$1,972,608, of which \$345,205 was for management.

The assets credited to all of the above companies do not include value of plans, office furniture, etc., or subscribed stock uncalled for.

Seventy-two purely mutual fire insurance companies with assets of \$5,907,474; amount at risk \$168,847,278; income, \$440,903; expenditure \$406,106, including \$78,315 for management; losses, \$279,325.

A recapitulation shows that the 85 fire insurance mutual companies of all classes had a gross amount at risk of \$206,379,923; net premium notes unassessed \$6,542,172; surplus of general assets over liabilities, \$7,466,470; new business taken during 1904, \$74,925,134; premium notes taken during 1904, \$2,958,925.

Twenty-seven friendly societies giving life insurance or benefits in the nature thereof, with a total membership of 262,754; 1,045,530 certificates in force; insurance in force \$1,584,583,326; insurance claims paid in Ontario, \$2,325,979; disability benefits paid in the Province, \$63,540; assets in Ontario, \$4,924,927; liabilities in Ontario, \$345,615; total assets anywhere, \$15,209,357; total liabilities anywhere, \$1,687,638.

Seventy-three societies, including some of those mentioned above, which, with their subordinate lodges, had a membership of 74,861; paid for funeral benefits, \$62,845; for sick benefits, \$472,741; for medical attendance, \$58,279; for special relief, \$9,688; assets, \$1,701,153; liabilities, \$22,854.

Statements are also given of the business of the one weather insurance company in the Province and the one joint stock company insuring against accident to the person and carrying on a steam boiler insurance business, too.

The appendices to the report contain several addresses delivered by Dr. Hunter at annual meetings of insurance associations, some recent

judgments in insurance cases here and in England, and other useful information in regard to insurance generally.

\*\*\*

### GENTLEMEN'S FURNISHINGS.

Among the retail dealers of Canada who handle gentlemen's furnishings, white duck goods and clothing for athletes the firm of Caulfeild, Burns & Gibson is well-known. From the shores of the Atlantic to the Pacific, the goods manufactured and sold by this firm are worn with satisfaction and their goods have attained a popularity that is as lasting as the world's foundation. Twenty-five years ago the business was established on a sound financial basis by men who made a reputation by the excellence of the goods they produced. Changes have taken place in the personnel of the firm, and although to-day the business is the same, expanded and enlarged, the originators have retired from the field, and the firm is now known as Caulfeild, Burns & Gibson. Their offices and sales rooms are located at 20 East Front Street, and their factory on the north-west corner of King and Jarvis Streets, and in both places a busy throng of skilled and competent employees are continually working.

Their line of goods includes men's furnishings in hosiery (domestic and imported), summer suits, white duck goods for waiters, wine clerks, barbers and yachtmen, athletic clothing in sweaters and knickers, shirt collars, etc., of all kinds. But it is not the mere production of these goods to which THE JOURNAL wishes to draw the attention of the retailers. It is the good quality of the material, the carefulness that is exercised in the manufacture and the rigid inspection to which every inch of imported goods is subjected. It is an unwritten law in the firm that nothing must be shipped to a customer unless absolutely perfect in every detail. The system employed to secure this result is perfect. Mr. Caulfeild, a man of practical experience in wholesale, retail and manufacturing is in charge of the manufacturing department and under his supervision every little detail is carefully examined and made perfect. Mr. Burns, whose practical experience has given him a knowledge of every thread, does the buying, and visits the European markets twice a year, where he secures the latest made goods that are likely to be popular in Canada. Mr. Gibson is a veteran of "the road" and has charge of the staff of eleven travellers, who cover the country and secure the orders for the goods.

Among the imported goods handled by the firm is the celebrated worsted hosiery from England; fancy cashmere and lisle hosiery from England and Germany; Dent's kid gloves from London, England, the best in the world; Britannia underwear (natural wool) from Leicester, England, and

various other lines of goods which are popular with the people who purchase goods of good quality.

The firm of Caulfeild, Burns & Gibson is one that THE JOURNAL can conscientiously recommend to every retail dealer.

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### A THRIVING FURNITURE ESTABLISHMENT.

A recent visit to Elora, Ontario, revealed to the writer the fact that an important and rapidly-growing furniture manufactory is established in this picturesque locality. John C. Mundell & Co. is a name of much import to the dweller along the banks of the Irvine and Grand Rivers. In a brief conversation as to the scope and growth of the business, the following facts were elicited:—

Established some years ago, this house manufactures chiefly chairs; but chairs of every description, such as fancy chairs, Morris chairs, bedroom chairs, fancy rockers, Morris rockers, bed-room rockers, office tilters, hotel chairs, café diners, office chairs, rotunda chairs, mission furniture, typewriter chairs, easy chairs, arts and crafts designs. Seats of all kinds for dens, smoking-rooms, etc., library furniture in mission styles, etc. Many admirable and beautiful designs from among the foregoing list were shown the writer, who reached the inevitable conclusion that the results produced in this busy factory are deserving of much pride and admiration on the part of our fellow Canadians.

John C. Mundell & Co. ship their chairs to every province in the Dominion from the Atlantic to the Pacific. Owing to the unusual variety of their very large line their goods are in demand from small village to metropolitan centre. Naturally the growth of such a business has been phenomenal, and each succeeding year sees an enforced adding to its facilities, and their extension over a wider area.

This firm makes a special feature of furniture for clubs, and the larger and more important of the club houses in Montreal, Toronto and Ottawa have been supplied by them. Hotels are also one of their specialties, and many are the cosy lounging chairs, rotunda chairs, hotel chairs, etc., which they turn out, all business of this nature being, of course, arranged strictly through the legitimate channel,—the local dealer.

Mundell & Co. report the prospects good for a record fall trade, for which they are busy making preparations. We wish them all success, and a growth for the future commensurate with that of the past.

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The Canadian General Electric Company, of Peterboro', have purchased additional property to the extent of \$20,000, upon which to enlarge the capacity of their works.



## NEW COMPANIES.

Eight new companies are announced in the Ontario Gazette as about to enter the arena of trade. Of this number several are mining companies and industries which will operate in the newer portions of the Province.

The Baynes Carriage Company will manufacture and sell all kinds of vehicles. Its capital is \$250,000 and its head office will be at Hamilton.

The Alexander Oil and Development Company, Toronto, has \$100,000 capital. It will carry on the operations of a mining, development and reduction company.

Liskeard Brick, Coal and Lumber Company will acquire the business carried on by Ord Brothers in New Liskeard. Its capital is \$40,000, and its head office will be at Toronto.

The Owen Sound Park Company will acquire the King's Royal Hotel and Park at that town. The capital of the concern is \$40,000.

The Hillbrook Colonization and Dairying Development Company, Port Arthur, will carry on general dairy and farming operations. It is capitalized at \$30,000.

The Chester Silver Mining Company, New Liskeard, has a capital of \$25,000.

The Economy Power Company will manufacture explosives, with a capital of \$10,000. Its head office will be at Ottawa.

The White Silver Company, Toronto, is a mining company. It is capitalized at \$100,000.

\*\*\*

By a vote of 832 to one, Barrie ratepayers a few days ago carried a by-law providing for a loan of five thousand dollars to the Spencers' Industrial Company, who will manufacture sundries for grocers and hardware dealers. The firm are to start with a pay-roll of forty men.

## Shredded Wheat AND Triscuit

Scientifically Prepared Foods Made of the  
Whole Wheat

**Shredded Whole Wheat Biscuit**—  
A standard all-day cereal, served with  
milk, cream, or in combination with  
fruits, preserves or vegetables.

**Triscuit**—The New Cracker, served with  
soups as a crouton, or as a successor to  
crackers when served with cheese.

For information and prices address—

**The Canadian Shredded  
Wheat Company, Limited,  
32 Church Street,  
Toronto, Ont.**

**NOTE.**—Tell your customers that heating  
the BISCUIT and TRISCUIT in a warm  
oven before serving will renew  
their crispness.

## THE SUGAR SITUATION.

Speaking on the sugar situation as it is in Canada, a writer in an exchange says:—"Every household in the Dominion is more or less interested in the value of sugar. Great changes have taken place in the conditions of the sugar market. A year ago a number of persons heavily invested in sugar, calculating to pocket a large profit; fortunes have been swept away in twelve months; to-day the sugar market is in a normal state. The duty on refined sugar entering Canada is about \$1.26 per 100 pounds. Great Britain, under the preferential rate, gets a rebate of one-third the duty, while Germany has to pay a surtax of one-third. The 'dumping clause' also has to be taken into account, as under it all, or nearly all, sugars coming into Canada from any other country than Britain are being charged a further tax of 50 per cent. of the regular amount of duty levied by the Dominion Government against that particular country. This 'dumping clause' was put into effect because other countries were selling, especially beet sugar, more cheaply to Canadian importers than they sold to their own consumers. The duty on refined British sugar (the refiner must prove that the raw sugar was grown on British soil) is 84 cents per 100 pounds. From other countries the duty imposed is \$1.89, except Germany, which would be, on account of surtax, \$2.52 per 100 pounds. Germany imposes an import duty on Canadian wheat of 54 cents per 100 pounds, to be increased to 80 cents on March 1st, 1906; also a prohibitive duty on meats and provisions. Imports of raw and refined sugars from Germany in 1900 were valued at \$3,411,881, in the year ending June 30th, 1905, they dwindled down to \$13,000. The United States in the year ending June 30th, 1900, sold us sugar valued at \$1,025,600; it fell off the past year to \$164,000. There came into Canada, from Britain, in 1900, only \$91,786 worth of sugars; for the year ending June 30th, 1905, the value of the sugars under the preferential tariff was \$456,000. The Canadian refined sugar is commercially a pure sugar. The next essential in an article of general consumption is low price. When the quality is taken into consideration, the retail prices of Canadian sugars seem reasonable."

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### COAL OPERATORS TO FEDERATE.

Owners of soft coal mines have decided to hold a national convention in Chicago, November 22nd, and it is expected to result in the formation of a national federation of coal mine operators.

\*\*\*

A weekly payment furnishing store has been opened in Owen Sound by D. Goldblatt.

## BANK OF HAMILTON

HEAD OFFICE

*Hamilton, Ont., Canada*

Commercial credits issued  
to Retail Merchants for use  
in Europe and in all foreign  
countries.

## CROP ESTIMATE.

Frank O. Fowler, Secretary of the North-West Grain Dealers' Association, has issued the following revised estimate of the 1905 crop of Manitoba and the Territories. The figures are compiled from 700 reports received from all points in the West. It will be noted that Mr. Fowler now estimates this year's yield of wheat at 86,810,400 bushels, as compared with his estimate made last month of slightly over 91,000,000 bushels.

Grain	Acres.	Yield.	Total.
Wheat	4,019,000	21.6	86,810,400
Oats	1,423,000	46.6	66,311,800
Barley	433,800	31	13,447,800
Flax	34,900	13.7	478,130

There had been wheat marketed on October 21st of this year as follows:

	Bushels.
Inspected to date. ....	15,515,000
In store at country points. ....	10,719,000
In transit, not inspected. ....	1,000,000
Total .....	27,234,000

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## STERILIZED MILK.

A paper read before the recent Milk Congress at Paris, France, presented a closely-argued thesis, supported by quotations from official reports and figures and statements by eminent scientists, showing that a properly sterilized milk supply would greatly lessen not merely infant mortality, but also mortality among adults, since the chief cause of consumption was traceable to intestinal infection received during infancy through milk.

The paper is concluded with an urgent recommendation that the pasteurization of the entire milk supply of a city be made a function of the municipality. It declared that pasteurization was the only safeguard against impure milk, while the extensive organization necessitated must belong to the sphere of municipal rather than private effort.

### A PROGRESSIVE TORONTO COMPANY.

Eleven years ago, when the Globe fire resulted in devastation and monetary loss to several business firms, there was one of the sufferers who did not resume. There were employees of that firm, however, who had saved their money, they were men endowed with the true Canadian pluck and courage, they possessed ability of an executive character, they thoroughly understood every detail of the business they had been engaged in, and they knew that a combination of capital and ability would enable them to launch a successful business enterprise, arising out of the ashes of the foster mother, with whom they had gained experience.

Such was the birth of the Minerva Manufacturing Co., whose premises are located at 10 Front Street West, and is to-day one of Canada's most progressive firms in the manufacture of dress skirts, whitewear, and flannelette underwear. The firm's advent in the ranks of Canadian manufacture was made at 46 Richmond Street West, Toronto, where one flat and twelve machines constituted the plant. They produced the goods that were wanted, however. Their salesmen were aggressive, and when samples were shown, they knew that the goods purchased by the customer would be equal in every detail. The purchasing public was quick to discover this admirable trait and the consequence was that orders came in such profusion and rapidity that larger premises and greater facilities were necessary. In 1898 the present premises on Front Street were secured, which is now a busy bee-hive employing upwards of 250 hands. This increase in business is due entirely to two paramount facts. The goods produced are first-class in every particular, and every member of the company takes such a deep personal interest in pushing the business, that mistakes or poor quality of goods are impossible.

The organizers of the present company were Messrs. Wm. Hocking and Louis Cleghorn, and their indomitable pluck and enterprise is to be commended, and held as an example to young Canadians of what energy will accomplish.

At the present time five travellers are constantly "on the road," covering Canada from coast to coast, and finding orders increasing to such an extent that the factory is taxed to its utmost capacity. In conversation with the manager, Mr. Alfred G. Peacey, a few days ago, THE JOURNAL representative was told that the western trade was increasing to phenomenal proportions. The rapid increase of population in that great area meant increased business to the company. "But," said he, "We are prepared to fill all orders satisfactorily."

During the disastrous Toronto fire the firm's premises narrowly escaped

destruction. It was at their building that the flames were stayed, but their loss from water, smoke, etc., was heavy.

This home of the company, as shown by the accompanying engraving, consists of four fine flats and a basement, each 50 x 140 feet, giving a total floor space of 35,000 square feet. These flats are all magnificently lighted, have exceptionally lofty ceilings, and unexcelled ventilation. There are cloak-rooms and lavatories on every flat, and no expense has been spared in fitting them up with the most modern sanitary appliances.

The trade mark, which is registered, is a figure of the Roman Goddess "Minerva," who presided over all handicrafts, inventions, arts, and science, and with them, as of old, typifies all that is honest and equitable.



OFFICES AND WAREHOUSE OF THE MINERVA M'FG CO.,  
TORONTO

Their offices, sample room and waiting rooms are most conveniently situated on the first floor and are thoroughly equipped for the speedy dispatch of business.

Their sample room is always supplied with a complete range of their productions, and although they manufacture to order only, they generally have a few odd lots and clearing lines to offer. They are always pleased to welcome friends and customers.

The underwear operating room takes up an entire flat 50 x 140 with 16 foot ceiling, and is lighted on three sides with extra large and high windows. The ventilation and sanitary arrangement are perfect. The equipment is unique in so far as special machinery is concerned, as they claim to have more special machines

in actual use than any other factory in Canada; in fact many of the machines and attachments cannot be seen elsewhere, as they are the direct production of one of the directors, Mr. William Hocking, mechanical superintendent and manufacturer, whose genius as a mechanical expert is well-known and recognized in the trade. In this room there are one hundred and twenty machines driven by a 30 horse-power motor. These machines are kept busy on underwear all the year round, and by the constant employment upon one class of work the operators attain great proficiency, hence the absolute uniformity and superiority of workmanship, for which the company is justly celebrated.

The skirt room is situated in the flat below the underwear room, and its general dimensions are the same, its equipment is complete, and

although there are not so many machines, the space is more than taken up by hand sewing, steaming, shrinking and pressing, in fact all processes (except cutting) that go to make up a perfect skirt are completed here, a 20 horse-power motor supplying the necessary power. The skirts are all made on the team system, every individual operator an expert in her own particular work, and in no other way can such perfection be attained. No sweat shop methods here, free light, free air, and lots of it, with sanitary surroundings unsurpassed. They make a skirt that cannot be excelled, they pay their hands fair living wages, sell at a fair living profit, fear no competition, and ask a fair comparison.

The cutting room is on the top flat, and is conceded one of the most



conveniently situated and thoroughly appointed rooms for the purpose in the business, and the company is ever on the alert for any new ideas along this line. One of the notable successes was the designing and perfecting of the now celebrated "Minerva cutting machine," with which they are enabled to cut extra heavy lay outs with a speed and accuracy hitherto believed impossible and quite beyond the scope of any man with the ordinary cutting blades. A 2 horse-power motor supplies the power for this room.

Another feature of the establishment is the employees' library and recreation room. This room, or rather hall, is an annex to the main building, and is 50x70 feet, and is at the free disposal of the employees during lunch hours and evenings. There is a lending library of about six hundred volumes, all the leading monthly magazines are supplied as fast as issued, a complete Encyclopædia Britannica for those studiously inclined, and writing materials in abundance. There is also a piano supplied with popular music, and impromptu concerts take place almost daily at noon hour. The hall will seat three hundred comfortably, and entertainments are held in the evenings during the winter months, and as all the furnishings are made removable (even to the platform), it is no uncommon occurrence to see it all cleared out and a dance in progress.

It is with the utmost pleasure that "The Journal" publishes this article, feeling sure that the members of the vast Association of which this "Journal" is the official organ, will appreciate and patronize a firm which holds so high a place as the Minerva Manufacturing Co.

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#### AMERICAN SHOE DEALERS ALARMED.

An article in the Boston "Herald" says: "Governor Douglas will call upon President Roosevelt in the near future to lay before him the conditions in the boot and shoe industry of the United States, and to recommend legislation looking to the removal of the tariff on hides, and a change in the foreign trade relations of this country, according to a despatch to the "Herald" from Boston.

Reports have been current that the Central Leather Company proposed to advance the price of sole leather. The statements caused consternation among the great boot and shoe manufacturers of New England, who have been paying high-record prices for many months for their raw material. So great was the wave of opposition among the shoemakers to the contemplated advance in leather prices that the Central Company postponed, or, at least, did not announce, the price advance.

#### LEATHER PRICES GO UP.

At a recent meeting of the manufacturers of black grain leathers in Toronto, it was decided, in view of the extremely high price of hides, and the fact that these leathers for some time had been produced and sold at a loss, to advance prices on all grain leathers one to two cents per foot, and should the present price of raw stock be maintained, to make a further advance in the price of leather in the near future. It was further decided to sell these goods at a price of so much per ounce to the square foot (ounces to be arrived at by the standard gauge, and not by weight), and do away with the old classification, under which leather was sold as light, light medium, etc., which created more or less friction with and dissatisfaction to the trade generally.

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#### OPPOSITION TO THE QUEBEC TAX.

The commercial agent at Leeds writes to the Department of Trade and Commerce that the operation of the Quebec commercial travellers' tax is causing him no end of trouble with the Yorkshire exporting firms, and is having a very retarding effect upon Canadian trade. The average exporter, he says, does not readily grasp the difference between a Dominion and a Provincial tax. They say: "Why do you impose a duty upon our goods, and at the same time impose a tax upon our travellers? It is unfair, and in direct violation of the spirit of the British preferential tariff." The agent remarks that British exporters having resident agents in the Province of Quebec are in grave doubt as to the position in which members of a firm would be if they went over to Canada to assist their resident agent. The large firms in the West Riding of Yorkshire pay their resident Montreal agents either by salary or by commission, and they think it very hard that, having such resident agents, the head of a firm desiring to take an occasional run over to Canada to assist his agent should run the risk of incurring penalties ranging from \$500 to \$1,000 for each offence.

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#### MUST PAY FULL FARE.

Civil servants travelling on Government business will hereafter not secure reduced rates on railways. A circular issued by the Deputy Ministers orders that the full fare be paid and charged up. For civil servants going on vacation or on personal business the cheap rates will still be available.

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Maddocks Bros., cigar manufacturers, of 246 Spadina Avenue, Toronto, have given up business.

#### APPLES WILL BE DEAR.

Not in ten years has the apple crop been so light as this season, according to the reports of the apple growers. As a result prices will be high. Apple buyers from New York, Boston, Chicago, and Philadelphia have been scouring the border and much of the yield has been purchased across the river. The damp season, the heavy rainfalls, and the harmful weather during the early spring are attributed to be the causes for the light apple crop on both sides of the line.

#### FLOUR - FLOUR - FLOUR

We are manufacturers of high grade flour of all kinds.

To the GROCER:

Increase your business by selling a better quality of flour.

Increase your Profits by handling our celebrated brands.

Correspondence solicited.

Capacity, 200 Barrels

**The Brampton Milling Co.**  
BRAMPTON, ONT.

#### The Acme Supply Co.

60½ ADELAIDE ST. E.  
TORONTO

All materials for wood burning.  
White Basswood blanks for wood burners.

Designs for match holders, racks, etc., ready for use.

Burning outfits supplied.

Wood stains and finishing gloss in all colors.

Retailers now is your time!  
Write us and save 25% duty

## COAL BAGS

Get our prices before purchasing  
Waterproof Covers, Awnings,  
Tents and Flags. Tents to Rent.

**RAYMOND BROS.,**

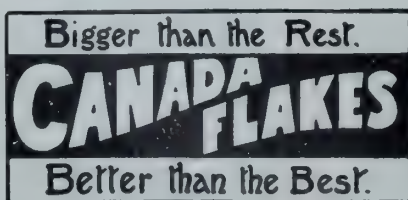
172 KING ST.  
PHONE 1748. LONDON, ONT.



Canada Flakes is sometimes recommended to the grocer as being a Canadian food, made from Canadian grain, by Canadians in a purely Canadian company.

We add our recommendation in respect to the "Quality and Quantity." When you know that Canada Flakes is equal in quality to any cereal food ever sold in Canada, and besides gives one-third more for the money, you naturally feel like helping your customers to see it as you do.

The fact that the food is all-Canadian is a secondary matter, yet worthy of a thought. Nearly everything in this line heretofore has been flavored with "Yankee." If Canadians can produce a superior article, after due consideration of the quality, it is only a form of patriotism to choose the Canadian product.



# THE WANTS OF WOMAN

Study them always—even in little things, because if you fail to give them the utmost satisfaction in small things they may reasonably infer that you cannot give them satisfaction in big things.

"Not any profit worth while in starch," you say.

## Lily White Gloss Starch

gives the dealer as large a profit as any other starch, but—it gives him a good deal more.

## Lily White Gloss Starch

gives the dealer satisfied customers—it sells other goods because it is a dependable starch—the starch woman wants.

## Lily White Gloss Starch

is always recommended by the user, it has been thoroughly and systematically advertised, women are aware of the lasting quality of its work and the big majority of them won't have any other.

Study the wants of women. The dealer, who wants more business, does not slight the starch shelves. He keeps a good stock of

## Lily White Gloss Starch

on hand because it pays him well.

---

**Brantford Starch Works, Ltd.**

*Brantford, Canada*



## THE STEWART COMPANY, LIMITED.

This company was formed some months ago, and took over the business, plant and assets of the manufacturing confectionery firm of A. J. Stewart, Limited.

The firm have largely increased their plant and capacity, and under the personal supervision of Mr. Stewart, whose experience and reputation as a manufacturer of high-grade chocolates and confectionery is so well known, are now turning out the finest lines in toothsome sweets that have ever been put on the market.

The various lines show the excellent quality of the material used, and an artistic skill in manufacture seldom seen in the candy line.

The greatest care and cleanliness is used in the various processes and frequent comment is made by visitors of the unusually clean, orderly appearance of their factory.

The plant is pressed brick located in a fine building 90 x 48 feet, and four stories high, situated on Duncan and Adelaide Streets.

On the lower flat are located the dipping, packing, stock and boiler-rooms.

In the first a large number of neatly aproned young women may be seen skilfully coating the cream centres giving to the finished chocolates that dainty and artistic appearance so well known in Stewart's goods.

The stock room is a model of cleanliness and ventilation, and contains many thousands of pounds of the various lines, which, after being properly seasoned, are ready for shipment.

The first floor contains the offices, sample room, packing room and a fine shipping room, opening on the company's own roadway to the south.

On the third flat are placed the cream and boiling rooms and the various machinery; large and roomy as they are, these rooms have been taxed to their utmost in an endeavor to supply the great and growing increase of business.

The top flat contains the ornamenting, lozenge and stock rooms.

The building is fitted with the best modern plumbing, hardwood floors, electric light, and steam heated, has light on four sides, and fitted with an internal phone system.

Unlike most confectionery factories, the company are always happy to show visitors through, and many

pleased comments are made on the marked care and cleanliness everywhere displayed.

It could not be otherwise with the high standard of quality maintained by Stewart's.

The company's president is Mr. L. J. Applegath, Mr. A. J. Stewart is superintendent, and Mr. W. P. Robinson manager and secretary.

The firm are fortunate in having some very able representatives on the road, who command the good-will and respect of the trade.

In Montreal their representative is Mr. W. S. Silcock, St. Nicholas Street, and in Ottawa, Mr. J. Moffatt

of opinion that this sample is a preparation from concentrated acetic acid, and that it would give, on dilution, a fictitious vinegar, which it would be impossible to distinguish from the genuine article. It seems to me quite probable that the samples giving such abnormal high acid strength are made from this or similar concentrates; if not, then acetic acid has been added to the normal vinegar in order to give it the acid value found."

Samples containing less than 3 per cent. of acetic acid are objectionable as being too weak, while such as contain more than 8 per cent. are fictitious.

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## A HINT TO THE SALESMAN.

There is danger, says an exchange, in aiming too many questions at a customer. I have known four direct interrogations shot at a man one after the other, leaving him almost uncomfortable.

"Show me some undervests, please."

"Yes, sir. Do you want cotton or wool?"

"Wool, please."

"Short sleeves or long sleeves?"

"Short sleeves."

"Any particular color?"

At this point it is often a wonder the customer does not roar out like a splenetic drill-sergeant, "Show me some undervests," and send the too inquiring salesman off upon the errand that his good sense should have prompted a little earlier. But, as a rule, customers are not too easily enraged. It is rather the other way, and such pressing enquiry makes them feel that you are merely taking it out of them. One, or, at most, two, questions should be enough. Solve the rest by displaying your wares.

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## A TOBACCO EXPERT.

The growth of the tobacco industry in Canada during the past few years has been rapid, and in some sections, notably in Essex, it forms a large source of the farmers' revenue. While the cultivation has passed the experimental stage, there is still much to be learned in connection with the growing and curing in order to compete successfully with the imported article. This is a matter which has been engaging the attention of the Government to such an extent that experiments and practical work will be conducted with greater vigor and in a scientific manner. An important step has been made in this direction by the engagement of a French expert on tobacco growing, who has been loaned by the French Government to the Government of Canada. He has now entered upon his duties, which consist of giving instructions in the growing and curing of the plant.



FACTORY OF THE STEWART COMPANY, TORONTO

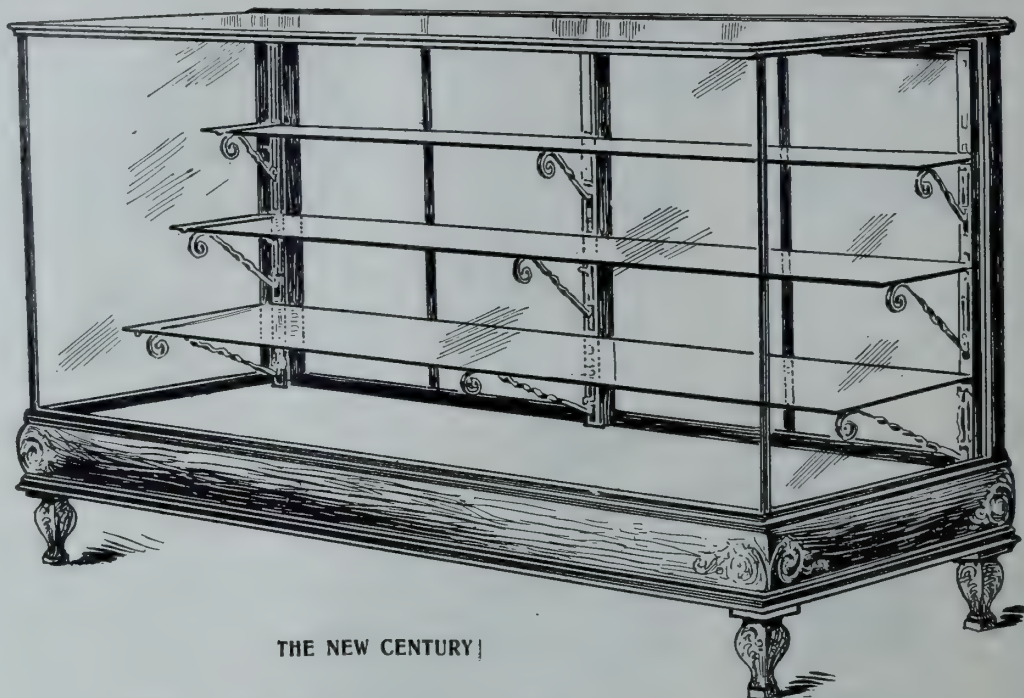
Ross, Queen and Metcalfe Streets, both gentlemen of ability and energy, who are enthusiastic workers for Stewart's high-class goods.

The company are advertising extensively in all the leading papers, and if you are not handling their goods it will pay you to write them before placing your order elsewhere.

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## ANALYSIS OF VINEGARS.

A recent bulletin issued by the Department of Inland Revenue at Ottawa deals with the analysis of 242 samples of vinegar collected throughout the Dominion in July last. The chief object in view in making the examination was to ascertain the extent of metallic impurity. Iron, which is a normal component of vinegars, is harmless, but the presence of lead and zinc is both objectionable and unwholesome. Traces of lead were found in twelve samples and traces of zinc in two samples. The report says by far the larger number of highly acid vinegars is sold in the Provinces of Manitoba, Saskatchewan, Alberta and British Columbia. It is known that a substance sold as concentrated vinegar, or some equivalent name, finds a market in the West. A sample of this article was examined in the laboratory in May and was found to contain 55.2 per cent. of acetic acid. In reporting on this article Mr. MacFarlane says:—"I am



THE NEW CENTURY

# SHOW CASES



WRITE FOR CATALOGUE  
**JONES BROS. & CO., Limited**  
 29-31 ADELAIDE ST. W., TORONTO

EXPRESS

MANILLA

FIBRE

WAXED

TISSUE

TOILET

# PAPER

## PAPER BAGS

**JOHN FISHER & SON, Limited**  
 DUNDAS, ONT.

BEST QUALITY

# COAL AND WOOD

OFFICES

3 KING EAST

415 YONGE STREET.

793 YONGE STREET.

576 QUEEN STREET WEST.

1368 QUEEN STREET WEST.

415 SPADINA AVENUE.

306 QUEEN STREET EAST.

204 WELLESLEY STREET.

ESPLANADE EAST.

Near Berkeley Street.

ESPLANADE EAST.

Foot of Church Street.

BATHURST STREET.

Opposite Front Street.

PAPE AVENUE.

At G.T.R. Crossing.

YONGE STREET.

At C.P.R. Crossing.

LANDSDOWNE AVENUE.

Near Dundas Street.

COR. DUFFERIN AND

BLOOR STREETS



THE  
**ELIAS ROGERS CO.**  
 LIMITED



## A GOOD TORONTO FIRM.

"The Journal" takes pleasure in directing the attention of retail merchants to the firm of John Hillock & Co., Limited, manufacturers of silent salesmen, the celebrated Arctic refrigerators, store and office fittings. Their manufactory is located at 154 George Street, Toronto, and for many years they have enjoyed the reputation of furnishing the best class of goods in their line. The refrigerators made by them are very popular among those who use them. They

are built in all sizes for butchers, restaurants, grocers, florists, and in fact for every class of the community, which has use for such an article. A very fine line of goods turned out by the firm are the glass lined refrigerators, which for cleanliness and sanitation are absolutely perfect. Another article of their production is the silent salesman, built on the most modern plans, and in all sizes. Their goods are handsomely finished, and add materially to the fine interior appearance of any store. Interior store and office fittings are another line in which this firm excels, and many of the finest

stores in Toronto have been fitted up by them. They are building contractors of long standing and high reputation, and an order placed with them secures prompt and careful attention. We show herewith an engraving of one of their high-class refrigerators, which gives a better idea of the article than a written description. A catalogue and price list of their goods will be sent to applicants, and those calling at the factory will receive the most courteous attention.

\*\*\*

The constant drop of water  
Will wear away the stone,  
The constant gnaw of Towser  
Will masticate the bone;  
The constant wooing lover  
Will carry off the maid,  
And the constant advertiser  
Is the one who'll get the trade.

## TWINE FROM FLAX.

Business men in Chatham, Ont., are interested in the establishment of a factory for the manufacture of twine from flax. The vicinity of Chatham is a flax-growing district, and the promoters of the company speak very sanguinely of ultimate success. The prospective company has as provisional directors Geo. H. Campbell and J. P. Murphy, Toronto; R. P. Roblin, Winnipeg; A. F. MacLaren, Stratford; Henry Mountain and L. H. Marshall, New York; and Wm. Mac-



THE ARCTIC FOR RESTAURANT USES.  
MADE BY JOHN HILLOCK & CO., LIMITED

kenzie, of the C.N.R. Company. It will be known as the Canadian Cordage Company, Limited, of Toronto, and capitalized at \$250,000. The proposal is to erect a \$60,000 plant, to employ not less than fifty hands, and within four years or less three or four hundred, for which they ask a loan of \$35,000, for twenty-five years, or guarantee of bonds for a similar time; free site, exemption from taxes and water rates, or reduced assessment.

As this is a flax-growing district the promoters favor Chatham, because of the facilities. They propose offering \$10 a ton to farmers, besides pulling the flax. Twine will sell for eight cents per pound, as against twelve for manila.

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The Doherty Stove Works at Sarnia have been enlarged.

## MARKET JOTTINGS.

Eggs are holding firm at 20 and 22 cents, and likely to go higher.

Good hay is selling in Toronto for \$8.50 and \$9 a ton.

Sugar has declined 58 cents per hundredweight since last July.

The seed market has an upward tendency.

Cheese factory stocks are selling fast, in many cases 12¼ cents being realized.

Ontario potatoes are quoted from 60 to 70 cents per bag, while the New Brunswick article is bringing 80 and 90 cents.

Price of linseed oil for import from Great Britain has advanced about three cents per gallon, and an advance in the local price is expected.

Poultry is scarce and high. The supply of Thanksgiving turkeys was very short, weather conditions being unfavorable. At the present time the supply is not equal to the demand and high prices are asked.

The hog market is very strong still. Six dollars live weight for the best and \$5.75 for second in Toronto and \$6.50 in Montreal. In the latter place dressed hogs are worth \$8 to \$8.50. Prices rule considerably lower across the line, the demand for American shipping pork being very weak where Canadian can be had.

During the last week in October 145,996 barrels of apples were exported as compared with 84,854 for the same week last year, but the whole lot sold with splendid demand in European ports. Well colored apples run as high as \$3.84 in London. Shipments to Europe are 50,000 barrels ahead of last year, but are very little over half of the export to date in 1903. Shippers of first-class fruit are sure to make money this year, but there will be no money made on any second-class consignments.

Reports from India still indicate that there has been a large falling off in the shipments of tea to the United Kingdom, but it is somewhat difficult to reconcile the figures with those of the recorded arrivals in London. The official telegraphed report gives 74,300,000 pounds as shipped from northern India for the season till September 30th, not including further shipments of nearly 4,000,000 pounds, from Chittagong. The figures in 1904 to same date were 83,800,000 pounds. Reports from Colombo indicate a very large increase in shipments, the export of black tea for the first eight months of 1905 having increased by some 14,000,000 pounds, of which about half was despatched to the United Kingdom. It seems perfectly clear that the blessings of a reduced crop (if at the close of the season it should actually prove to be reduced) cannot possibly have its full effect upon the results of Indian producers, and that the reports from Ceylon that the island had reached its limit of productive capacity have been most misleading.



## JOINT MEETING

## To Consider the Tariff.

A joint meeting of the "Grocers," "Fruiters," and "Butchers'" sections of the Toronto branch, together with a number of representatives from the Wholesale Importers, was held in our Board Room on Monday evening, November 13th, to consider the proposed increase in the tariff on fruits and vegetables. Mr. George Good was unanimously requested to take the chair.

The subject was very fully discussed and the following report was presented.

Toronto, Ont., Nov. 8, 1905.

### Proposed Changes in Canadian Customs Tariff on Fruits and Vegetables.

In view of the proposed changes in the Customs Tariff, as a Committee representing The Retail Merchants' Association of Canada, also the Wholesale Importers, we beg to submit that as the existing duties were framed some years ago, the following changes would be beneficial to the masses and largely increase the consumption, and by this increase add to the revenue of the Government. It must be remembered that the wholesale importing and retailing of fruit and vegetables forms employment for a very large number of people, which enables the public to receive goods that they would otherwise be denied, were they to depend entirely on the products raised in Canada. Situated as we are, in a Northern climate, these goods must necessarily be imported.

#### Cranberries.

Canada depends almost wholly on its supply of these products on the United States. The existing duty of 25 per cent. at the present market value is \$2.25 per barrel, which is excessive, inasmuch as Canadian Cranberries, what few there are, grow wild, and are consumed locally. The duty, say of \$1 per barrel, would be sufficient for revenue purposes and allow a more general consumption.

#### Grapes.

This branch of the fruit business is a very important item to the public at large. We are compelled to depend on imported Grapes for winter supplies, which are in a class by themselves, and which cannot be produced in Canada. California and Spanish varieties are in great favor with the trade, but unfortunately the excessive duty of 2c. per pound or about \$400.00 per car, prohibits their sale, except to the well-to-do. California Grapes ripen and are marketed in advance of local varieties and are thereby non-competitive. Almeria Grapes are late varieties and come into use when local grapes are finished for the season. Were we to depend on local varieties we would be without grapes excepting for a

short time during the Autumn. We would urge that the present tariff be reduced to ½c. per pound, which would bring a revenue to the Government of about \$100 per car and would have a tendency to largely increase the consumption.

#### Strawberries.

The present high tariff of 2c. per pound on Strawberries is almost prohibitive. Importations begin in February and cease the latter part of May, and do not compete with home-grown ones. None have ever been produced under glass to our knowledge in this country. This delicious fruit could be placed more readily within the reach of the masses if a duty of 1c. per pound were levied, and it would not interfere in any way with our home-grown stock.

#### Peaches.

The feeling of the trade is very strong for a reduction of the present tariff of 1c. per pound, which means about \$220.00 per car. They begin to arrive from the South very early and are practically over when our good local peaches come on the market. The bulk of the peaches come from California and other Southern States and are marketed much in advance of our own and are thereby non-competitive. The Peach business forms a very important item with the Retail trade, and owing to the absence of any similar local fruit, they must necessarily turn their attention to this fruit for business. The duty of ½c. per pound from December 1st to August 15th, would admit of larger shipments and a more general distribution and consumption. By this increase in shipments the Customs receipts would be the same or more than at the present time, so that there would be no money lost to the Government. In the matter of Pears, Plums and Apricots, while the existing duties are high, yet they are not prohibitive, and if the above changes are made, in our opinion, it would be an equitable adjustment. In the matter of early vegetables, which business is closely affiliated with the importation of fruit, we would say that the present duties in some cases are too high and should be lowered.

#### Tomatoes.

Two duties, 10% ad valorem and 20c. per bushel specific, are levied on Tomatoes. For protection purposes this is more than ample. A few early ones which are grown in Canada are insufficient for local requirements and are grown in hot-houses, and they are in keen demand through the winter months at from 30c. to 40c. per pound. In fact, quantities of this hot-house product are being exported to New York City, where a more remunerative market is offered. The home grown article is vastly superior and will command from 10 to 20c. per pound more than the imported goods. The above refers, of course, to early tomatoes. As soon

as the out-door varieties come on the market, it is impossible, owing to the high freight rates and duty, to import them, so that an equitable adjustment would be 25c. per bushel, specific.

#### Cucumbers.

On the present market the cost of the No. 1 article in the States is about \$1 per dozen. A duty of 25%, plus the express and the profit added, surely offers no excuse for an increase; yet, while this duty is sufficient for protection purposes, the feeling of the trade is that it is not prohibitive and can be borne.

We append a tabulated list of the present scale of duties and also the proposed changes, which we trust will meet with your sanction and approval.

	Present Tariff	Proposed Tariff.
Cranberries.....	25%	\$1 bbl.
Grapes.....	2c. lb	½c lb.
Tomatoes.....	10%, and 20c bu.	25c bu.
Peaches.....	1c. lb. Dec. 1st to Aug. 15, ½c lb. Balance year, 1c lb.	
Strawberries....	2c. lb.	1c. lb.
Apricots.....	20%	No change
Pears.....	20%	No change
Plums.....	25%	No change
Cucumbers.....	25%	No change
Potatoes.....	15c. bu.	10c. bu.
Celery.....	25%	No change
Cauliflower.....	25%	No change
Cabbage.....	25%	No change
Dried Onions....	25%	10c. bu.

All fruits and vegetables not specified above to remain the same as at present.

It was moved and seconded that the report be received and adopted and that copies be forwarded to all our Branches asking for their opinion on our proposal, and if the report was unanimously endorsed a committee be appointed to present our views before the Tariff Commission.—Carried.

The meeting adjourned to Thursday, November 16th, to receive a further report.

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The Button Block at Wingham was destroyed by fire on November 1st. Loss twelve thousand dollars.

Overtures have been made to the city council of London with reference to the establishment of a large canning factory.

At Niagara Falls a few days ago two farmers were fined one dollar and costs for selling light-weight butter on the market.

A fire at Little Current, Manitoulin Island, on November 4th, destroyed R. Collins' bakery, Dawson's store, M. Gaughan's liquor store, Miss Bennett's millinery store, B. H. Turner's wharf and warehouse, T. C. Sims' wharf and warehouse, and the post-office building. The loss will exceed twelve thousand dollars.



**POTTERY MADE IN CANADA.**

While on a business trip through the eastern part of the province a "Journal" representative, when in Belleville, called at the works of the

ed article. Many retailers buy American goods of this class under the impression that the equal is not produced in Canada. American manufactured goods of the same class as those made by Mr. Hart, and made

tion to this fact, believing that Canadian merchants are imbued with sufficient patriotism to patronize Canadian firms in preference to those of a foreign country, where conditions are equal. Mr. Hart told the JOURNAL representative that trade was increasing, a fact which he attributed to the high quality of his goods and the efforts of his traveling representatives.

One of the specialties of the company's manufacture is the stoneware water filter, which has a large sale all over the country. The construction and filtering properties of this article have been highly approved of by medical health officers, whose testimonials are in possession of Mr. Hart. These filters have been subjected to severe tests, the result of which has demonstrated their value. Water, highly impregnated with organic matter has been passed through these filters, and received in absolute purity, suitable for drinking.

The firm is enjoying a season of prosperity and should receive the patronage of Canadian dealers from the Atlantic to the Pacific.



A steel mill is to be established at Fort William which will give employment to 200 men.

London milk dealers have increased the price from five to six cents per quart.

Another gushing oil well has been struck on Manitoulin Island. The product is said to be equal to the best grade of Ohio oil.



GOODS MADE BY THE BELLEVILLE POTTERY CO.

Belleville Pottery Co. (successors to Hart Bros. & Lazier) and found an establishment doing a very large Canadian business, manufacturing goods that are in popular demand, and being taxed to the utmost capacity to fill orders—orders that are received on the reputation of the goods which for years have stood the test of time.

The Belleville Pottery is numbered among Canada's pioneer industries. It was established in 1848 by Mr. C. A. Hart, who is yet the power who wields the influence that makes successful business. Mr. Hart was a practical pottery man, and after conducting the business for a short time admitted to partnership Mr. Lazier. The business was enlarged and the firm known as Hart Bros. & Lazier. Subsequently Mr. Lazier retired and the Hart Bros. sold out, the new firm doing business under the name of the Belleville Pottery Co. A few years ago, Mr. Hart, the originator of the business purchased the interest of the company, resumed the proprietorship and management, and is to-day conducting a most successful business, retaining the firm name of the Belleville Pottery Co.

The accompanying engravings portray the class of goods produced—goods which are in demand all over the country, and the excellence of the Belleville product has made them deservedly popular among retail dealers and users. The goods are stoneware of the best quality, made from the best silicate clay, imported from New Jersey, and produced just as cheap, and in many instances a little cheaper than the finished import-

from the same material are sold in Canada at the same price as in the United States, and many retailers buy these imported goods with the erroneous idea that they are securing a superior article. This is not the case. The goods of the Belle-



GOODS MADE BY THE BELLEVILLE POTTERY CO.

ville Pottery are sold at competition prices, and are made from the same material. Many merchants, if they were aware of this, would prefer to patronize a Canadian firm, and the object of this article is to draw atten-

A telephone line has lately been completed by the Bell Telephone Company from Oshawa to Taunton village, which will make it possible to get connection with residents in that vicinity.

# THE MERCHANTS RUBBER CO.

LIMITED

Factory and Head Office,

BERLIN, ONTARIO, CANADA

The newest, most modernly equipped, and up-to-date Rubber Mill in Canada. The "only one" selling direct to RETAIL MERCHANTS. "OUR MOTTO:" "FACTORY AND RETAILER HAND IN HAND." Productions marketed by most modern methods.

Branch Warehouses at most centrally located points for quick distribution. We "know" the RETAILERS' appreciation of prompt shipments and have the "wherewith" to do it. Goods shipped same day as order received, special shipping facilities for orders by night messages or "phones." We appreciate your requirements during sorting. "Write, wire, phone" us either at Factory or Branches, "We are at the other end waiting for you."

## BRANCHES

WINNIPEG,  
THOS. RYAN & CO.

LONDON,  
350 Richmond St.  
SMITH, TRETHEWAY & CO.

TORONTO,  
24 Front St. West  
BOULTER, DAVIES & CO.

OTTAWA  
444 Wellington Street.  
LANG & MACNAIR

MONTREAL,  
30 Lemoine Street  
O. H. HYMMEN

## Fur Linings

NATURAL, BLACK, RUSSIAN,  
RAT, BROWN, CANADIAN  
MINK, JAP MINK, ETC.

## Coon and Fur Lined Coats

### FUR SKINS

OTTERS, PERSIANS, MINK, Etc.

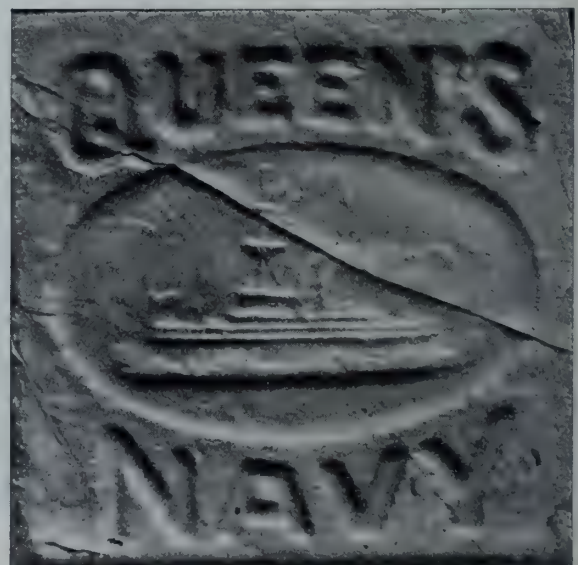
## JOHN McKAY

151-155 BROCK, - KINGSTON

## The Erie Tobacco Co.

LIMITED

WINDSOR, Ont.



MANUFACTURERS OF

Queen's Navy Plug Chewing and  
Queen's Navy Cut Plug Smoking.



## THE SUGGESTION SYSTEM AND WHAT IT HAS ACCOMPLISHED.

How to get the benefit of your employees' brains as well as the output of their hands is the problem which has been solved by the National Cash Register Company at its factory in Dayton, Ohio. The means of solving the problem is the "suggestion system," which has been in effect at the Dayton factory since 1894, and which has in recent years been adopted to a greater or less extent in other factories.

The scheme of securing suggestions from employees has been carried out to a very complete extent at the N. C. R. factory, and arrangements have been made by which any suggestion from any member of the organization is easily and quickly brought to the attention of the authorities. The employees have taken hold with marked enthusiasm, and each year thousands of suggestions are received. For handling these, and all complaints as well, a department of complaints and suggestions has been organized. A head, an assistant head, and several stenographers and clerks are kept busy receiving, recording and investigating these suggestions and complaints which are made.

Any employee desiring to make a suggestion for the betterment of the tools, methods or output in his own or another department, writes it out on a slip of paper and drops it into a suggestion box; or, if he prefers, he writes it out on a manifolding autographic register, retaining the original copy and leaving the duplicate copy in the register. In all cases an employee signs his name to a suggestion, and also the name of the department in which he is employed. The suggestion boxes and autographic registers are distributed in all departments, and suggestions are collected from them twice a week by a representative of the complaint and suggestion committee. Upon the receipt of a suggestion it is given a number, entered in a book provided for that purpose. The secretary of the committee then refers it to the head of the department to which the maker of the suggestion belongs, or to the party most directly interested, not disclosing the name of the suggester. It frequently happens that the suggestion concerns more than one department, in which case it is investigated through all of the departments and its bearing on each considered. The original suggestion is never sent with the correspondence during the investigation, but it is retained in the office of the committee and a copy is made for investigation purposes, or the subject matter is embodied in the correspondence.

If, upon investigation, the suggestion proves practicable, it is put into effect and the originator is notified by letter, which authorizes him to receive one dollar from the cashier

in payment for the suggestion. If, on the other hand, the suggestion is rejected, the author is duly notified.

Where possible the reasons for the rejection are given and in either case the suggester is encouraged to try again. At the end of each quarter the best suggestions are selected from those adopted during the three months past, and forty-four quarterly prizes are awarded. The amounts of these prizes vary from time to time. At present the value of the quarterly prizes is \$750. Twenty-five prizes aggregating \$450 are offered to the employees in the making division. Twelve prizes aggregating \$200 are offered to the employees in the office division, and seven prizes aggregating \$100 are offered to the members of the selling force. The prizes in both the making division and the office include a first and a second prize for foremen, heads of departments and assistants. They are eligible to compete for these prizes only.

The value of the "suggestion system" as carried out in the N.C.R. plant has been demonstrated again and again. The operation of the system involves a large expenditure of money, and the company paid out in prizes from 1899 to 1904, inclusive, the sum of \$12,897. Besides, there is the cost of the maintenance of the complaint and suggestion department. In spite of this large outlay, however, the company has found the suggestion system one of its most paying investments. Suggestions are being made continually which result in the cutting down of expenses or doing away with needless labor and the constant improvement of the factory's output.

A few examples of the suggestions may prove interesting. In the indicator department, where are printed the metal parts of the register which indicate that amount of a transaction recorded, it had been the practice for years to mix certain kinds of ink by stirring them in a bucket, then straining through a cloth. One of the women employees thinking this could be done better and more economically by machine, devised an apparatus, drew the plans and turned them over to the company. As a result the ink is now quickly and cheaply strained by a machine.

In this same department it was formerly the practice to paste on the indicators paper letters and figures, which were then varnished over. One of the girls suggested that these characters be printed. The suggestion was found practicable and the work is now done by printing presses, with a great saving of time and labor.

Throughout the factory departments, machinists and helpers and men of all ranks are constantly devising improvements in little parts of the registers, doing away with a needless lot of machine work; punching a hole instead of drilling it, inventing new parts to simplify the mechanism and improving the machines.

In the typewriting department the girls are constantly suggesting ways of saving time and labor, and in the office divisions new schemes for counting and recording are constantly being worked out. As one specific instance of how great a saving one suggestion made, it might be well to cite a suggestion recently made by which the expense of supplies for a certain kind of register is reduced nine cents per machine. This means a saving of \$1,200 a year at the present time.

The pecuniary value to the company is now the only valuable result of the system. Under its encouragement the employees are taught to think for themselves and become more efficient workers. At the same time the man or woman who has originality is brought to the attention of the management, and in this way is placed in direct line for promotion. The suggestion system has proved an unqualified success at the N.C.R. factory. Its enthusiastic adoption at other plants has been a sincere demonstration as to its value.

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## DOMINION NOTE CIRCULATION.

One of the tests of Canada's prosperity is the amount of Dominion notes in circulation, and particularly bills of smaller denominations. At the end of last September the Dominion note circulation reached the enormous total of \$50,610,851, as against \$24,608,876 in September, 1897. In the eight years which have elapsed the note circulation has increased by \$26,001,975, or at the rate of 105 per cent. By the end of October last there were in circulation Dominion notes to the amount of over \$52,000,000, a still better showing. But this is not all. The number of one and two dollar Dominion notes in circulation is an unfailing indication that times are prosperous and that money is moving freely. In September, 1897, the circulation of ones and twos aggregated but \$7,343,959. Each subsequent year the amount increased until last September it stood at \$13,441,923, a gain of over \$6,000,000, or 83 per cent. in eight years. It must be remembered, too, that during this time the number of small depositors having their own bank accounts has largely increased, while several branch banks have been established.

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The Canada Car Company, which was organized by Toronto and Montreal capitalists, has begun the operations of its huge plant at Montreal, the largest corporation of the kind in Canada. The orders on hand include 1,000 cars for the Grand Trunk Railway. The capacity of the works is fifteen finished cars per day. When running full the plant will employ between 1,200 and 1,500 men.



### THAT QUEBEC TAX.

The unpopularity with which the Quebec tax on travellers is viewed in Europe, is shown by the following resolution adopted at the autumnal meeting of the Association of Chambers of Commerce of the United Kingdom, held last month at Liege, Belgium:

"That this Association notes with regret the proposal of the Quebec Legislature to impose a tax upon commercial travellers in Quebec, including British commercial travellers, and would respectfully urge upon His Majesty's Government the desirability of a strong protest being lodged with the Quebec Legislature in particular, and with all the colonial Governments, against this practice of taxing British commercial representatives in the colonies."

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### STILL GROWING.

When the makers of "The Menzie Line" placed their products on the market for the first time, last season, they had sufficient confidence in the merit of their goods, to expect a cordial reception from the wall-paper trade generally, but scarcely anticipated that within the short space of eighteen months, they would be called upon to enlarge their plant to meet the demands made upon them—yet such has been the case,—and to-day a handsome new warehouse stands evidence of the fact that so soon the Menzie people have encountered their "growing time."

An additional block of land with an area of some 52,000 square feet has been acquired, and upon this a fine brick structure now stands: giving them an increased storage capacity on the floor space alone of about four million rolls. This will greatly relieve the pressure during the manufacturing season in the main building and give additional space for extra machinery.

Their railway siding extending from the shore line of the Grand Trunk Railway some 500 yards distant, has been brought into the factory grounds, and as this branch of the Grand Trunk is probably one of the best served sections in Ontario, the facilities at their disposal for prompt handling of their heavy output have been materially increased. Promptitude in handling orders is one of the strong points with this firm,—and as a matter of fact should be in any enterprise whose aim it is to maintain the patronage of the live retail merchant.

The Menzie people have guarded well their interests against interruption from the menace of all industry—the fire-fiend—whose devastating effects have so frequently in the past crippled some of the finest business enterprises in the land, by installing a modern sprinkler system throughout the entire plant, and in addition a well organized brigade among the employees living in the neighborhood

—is ever in readiness to respond to the first alarm of fire. The sprinkler system is supplied from a 30,000 gallon water tower, and an additional 10,000 gallon tank has been provided for general water supply and employees' wash rooms. A feature somewhat out of the ordinary, and well worthy of note is the immense cement cistern with a 250,000 gallon capacity, situated under the floor of the new warehouse; from which the other tanks are supplied. This gives a total of 290,000 gallons of water being carried on the premises continuously.

Needless to say, with such evidence before us, this season's business to date has gone upward with leaps and bounds, and the present indications are that the plant will be taxed to its utmost to keep pace with the demand. As a matter of fact—in anticipation of the rush—more machinery is now on order and it is hoped to have this installed and ready for use within thirty days.

Judging from the progress made, "The Menzie Line" of wall-papers has been accorded a hearty reception by the Canadian trade, and deservedly so, when one is acquainted with the company's methods. Their motto is "Quality at a reasonable price, and fair treatment to all."

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### ANOTHER NEW BANK.

As a result of the general expansion of trade a number of capitalists have organized the United Empire Bank of Canada. The head office of the bank will be in Canada, but it will have a branch in London, Eng.

A very strong Board of Canadian Directors has been secured. In order to save time the charter of the Pacific Bank of Canada has been purchased, and it is proposed to make application at the next session of Parliament to change the name to the United Empire Bank of Canada, and to increase the capital to \$5,000,000. Messrs. DuVernet, Jones, Ross and Ardagh are the solicitors for the new bank. Among the directors may be mentioned the names of E. E. A. DuVernet, M. McLaughlin, Rev. Provost Macklem, W. J. Smith, president and manager J. B. Smith & Sons, Limited, of Toronto; Samuel Barker, M.P., Hamilton; Geo. A. Clare, M.P., Preston; Lord Ernest Hamilton, and Ewan H. Llewellyn, M.P., London, England.

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### WINNIPEG TAXES.

The tax for civic purposes in Winnipeg next year will total \$1,584,393, or \$15.45 per head, on the basis of 80,000 population. This is almost double the amount of the present year, namely, \$819,329.74. Of this large sum over \$210,000 is for school purposes.

### CUTTING SALMON PRICES.

Cable advices from London announce that in order to get rid of their pack of about 75,000 cases of the fall run of sockeyes, the Puget Sound salmon cannery have upset the British market. The Americans are quoting one-pound talls of the second run of sockeyes at 20s., whereas the regular price on the whole season's run has been 25s. The result of the American quotations has been to cause no end of confusion among the British buyers who ordered at the regular figure. These brokers are now anxiously wiring to British Columbia to learn the cause of the sudden drop in price.

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### "MADE IN BERLIN."

The manufacturers and business men of Berlin manifested commendable enterprise and energy in the patronage of the "Made-in-Berlin Exhibition," which on October 26th concluded a ten days' successful fair. The articles displayed were the products of the many thriving industries of that progressive young Canadian city, and the immense crowds which were in daily attendance were abundant evidence of appreciation. In every display the utmost taste was manifest and the result has been an invaluable advertisement for the city and its industries. The exhibition was held under the auspices of the 29th Regiment Band and netted a good sum towards the purchase of new instruments. Half of the proceeds of the last four days was donated to the Berlin and Waterloo hospital.

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### COAL MEN WANT PROTECTION.

Mr. Dick, manager of the Dominion Coal Company, was in Ottawa a few days ago, looking up statistics as to the importation of anthracite dust from the United States. Anthracite was put on the free list for the benefit of householders, while fifty cents per ton duty is placed on bituminous coal. Since the tariff was made, a method of mechanical stoking has been invented, which enables anthracite dust to be burned. It is taking the place of Canadian bituminous coal in Toronto, Montreal, and even further east. The Eastern coal producers will ask to have a duty of 60 cents per ton placed upon it. They will also ask for protection against British coal, which comes in under the preference at a low freight rate as ballast, and in steamers which are aided by subsidies of the Dominion Government.

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The hardware store of McMurty & Co., St. Thomas, was burglarized on the night of October 20th. Several revolvers and a small amount of cash were stolen.



## A POPULAR BRAND OF CANNED GOODS.

"What shall we eat?" is one of the important questions of the present age. Different people possess different tastes and appetites, and "what is one man's food is another man's poison." Purity and cleanliness, however, are the greatest recommendations to any class of food-stuffs, and where these qualities predominate a wholesome diet and a pleased palate are the result. Medical authorities contend that in fruit and vegetables are contained all the constituents of nutriment necessary to sustain and prolong life, develop health, and physical superiority. To preserve fruit and vegetables and in the process retain all the nutritive qualities, flavor and appearance, so that the consumer may enjoy them to the full extent during the season when they cannot be plucked fresh from the tree or the vine, has become an art which Canadian ingenuity and capital has solved. In this particular branch of Canadian industry—the preservation of fruits and vegetables—The Old Homestead Packing Co., of Picton, ranks among the peers of the trade on the American continent.

The works of the company are among the largest in Canada and the annual output is enormous. But so popular has their brand become among retailers and consumers throughout the country, that further enlargements are now being made to the plant in order to supply increased demand for their popular product. This expansion of business is due entirely to the quality of the goods. Consumers who use them want them again and the label is looked for in the retail stores all over the country. The Old Homestead brand of goods has been pronounced the best on the Canadian market for the following reasons:—

**LABEL**—The handsomest, and most artistic yet designed, particularly designed to attract the consumer and assist the grocer in introducing the goods.

**CAN**—Best quality tin plate used, sealed by experts, and every can guaranteed. No swelled tins in Old Homestead labels.

**CONTENTS**—The choicest products of the Bay of Quinte district, grown in the immediate neighborhood of the factory, packed while fresh, in the most sanitary surroundings, and by the most scientific and approved methods.

**RESULT**—A brand of canned goods without a peer, need to be used but once to be used again.

Contracts are made with farmers and fruit growers for their product, which is delivered at the factory at a price which gives the producer a good profit and relieves him of the anxiety of looking for a market. Take for instance peas, which are a staple article of vegetable diet. The grower is furnished with the seed for

a stated number of acres, the factory taking the entire product and the grower netting a profit of 75 per cent. Other vegetables and fruits are secured in like manner, according to conditions of production. The grower is well reimbursed for his labor, he receives his cash on delivery, and is thus enabled to pay his debts or take advantage of cash discounts in buying his necessary supplies. While speaking of peas it is interesting to note the care that is taken with them to secure cleanliness. After shelling they are subjected to a process and inspection (too complicated to describe here), which renders it absolutely impossible for any impurities or foreign substances to enter the cans, and all other vegetables and fruits are treated in a similar manner.

The plant and machinery used in this establishment is the most modern known, and the rapidity with which the furnished article is turned out is almost incredible. When working on peas 33,480 cans are produced complete in one day of nine hours, and this year during the strawberry season 10,000 quarts of berries were handled in a single day. When it is considered that the fruit is picked over by hand and given careful personal inspection the amount looks phenomenal, but the perfect system in vogue and the large number of people employed reduces the task to a minimum and secures without a flaw the object aimed at.

It is the perfection and high quality of the goods of The Old Homestead Packing Company that makes them popular and a favorite brand among the retail dealers.

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On the morning of October 31st the plant of the Petrolia packing plant, was totally destroyed by fire. The loss will probably reach \$125,000, less insurance. The cause of the fire is unknown. It is doubtful if the plant will be rebuilt. Several local men are stockholders and their loss will be considerable.

A disastrous fire at Port Elgin on October 21st destroyed several business premises, with losses considerably above the insurance.

An important extension is announced in the telephone lines of the North American Telegraph Company. This company has just completed the construction of a copper metallic circuit from Madoc to Bancroft, which will give to the latter remote village, as well as to the intermediate points, telephone connection with the rest of the province.

John Campbell, the well-known dry goods merchant of Hamilton, died at his residence on October 31st, after one day's illness. Heart trouble was the cause of death. He was formerly a member of the firm of Campbell and Pentecost, but for the past few years had been in business for himself, on the market. He was 55 years of age, and is survived by a widow, three daughters, and one son.

## GROCERS' SECTION.

### Toronto Branch.

The regular monthly meeting of the Grocers' Section of the Toronto Branch was held in our Board Room on Monday evening, October 31st, at 8-o'clock. In the absence of the Chairman, Mr. George Good, who was ill for some days, Mr. J. Walker, 1st Vice-Chairman, presided. Secretary F. C. Higgins read the minutes of the last meeting, which were approved and adopted. The Chairman complimented the Section on its growth and he was pleased to see so many present and hoped that the interest and attendance would have a steady growth.

The Pure Food Show Committee brought in their report and showed that great preparations were being made to provide one of the best exhibits that has ever been shown in Canada.

Sousa's band had been engaged. The committee had decided to supplement last year's exhibit by having an auxiliary exhibit in the lower flat of Massey Hall of Grocers' Sundries, also lectures, at stated times during the day by professional analysts from the Government Pure Food Departments of Ottawa and Toronto. The report was enthusiastically received and every member of the committee and Section promised to give every possible aid in making it a great success.

Considerable discussion then took place regarding the suggested increase in the duty proposed by the Fruit Growers' and Market Gardeners' Association, and the general opinion was expressed that it was unwise to place a higher duty on fruits and vegetables that were not grown in Canada, or on those that were grown in Canada but in such small quantities that their use was limited.

It was moved by Mr. Coulter, and seconded by Mr. Bond, that the "Grocers' Section" instruct the Executive to hold a special meeting of a joint committee of the "Fruit Dealers'" and "Butchers'" sections, together with a committee from the Wholesale importers to consider the proposed duty and submit our views to the Tariff Commission.—Carried.

The question of appointing a fruit inspector was then considered, for the City of Toronto, and after considerable correspondence had been read from the Department of Agriculture on the subject, it was moved by Mr. F. C. Higgins and seconded by Mr. M. Moyer, that it is the opinion of this meeting that an inspector be appointed and that the Executive be empowered to interview the Board of Control and lay our views before them. And that the Executive of the "Fruit Section" be invited to join with us.—Carried.

Several other matters of trade importance were discussed, and the Secretary was instructed to act upon them. The meeting then closed.

**2****Soap Leaders****Silver Star**

(CAKE) and

**Royal City Bar**

Manufactured by

**Guelph Soap Co.,****GUELPH, Ont.**

P. O. Box 45

Phone 396

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ARE YOU LOOKING FOR QUALITY?

BUY A

**Grundy 1905 Art Laurel  
Base Burner,****A Silver King Range,  
or an Oak Heater.**

Latest in the market. All these Stoves burn PEA COAL,  
which is considerably CHEAPER than Nut,  
and is always to be had.

The Silver King Range has three improvements which no  
other stove has, viz., patent oven regulator, fire regulator,  
and ash and clinker dislodger.

For further particulars, catalogues, etc., apply to the

**GRUNDY STOVE CO.,**  
LIMITED,  
GUELPH, ONTARIO.

**The "Victoria" Shoe**  
**The "Canadian Beauty"**  
**The "Albert" Shoe**

Three Registered Brands of Shoes  
produced by

**VICTORIA SHOE CO.,**  
TORONTO LIMITED

They are the best sellers.

They are the best wearers.

They are money makers for the retailer.

They have stood the test and given satisfaction to every customer.

**D. Hibner & Co.**

*Manufacturers of*  
PARLOR  
FURNITURE  
AND HALL  
STANDS  
FANCY  
CABINETS  
TABLES  
ROCKERS  
ETC., ETC.

**BERLIN, ONT.**



## TRADE WITH SOUTH AFRICA.

A South African trade journal says: In the year 1901 Canada was not a serious competitor with other countries supplying South Africa, her total trade only amounting to approximately £5,200. In the following year, however, the Canadian Government, grasping the possibilities of the various South African markets for Canadians, inaugurated a direct line of steamers from Canada to South Africa by granting an annual subsidy, and as a result of this far-seeing policy Canadian trade with South Africa jumped in one year from almost nil to the respectable sum of approximately £450,000, representing an increase of over 8,000 per cent. The Canadian Government could not possibly have more satisfactory proof than this of the good judgment they used in inaugurating the Canadian-South African steamship service.

In view of the following figures—which were obtained from Chas. Kittson, the Canadian commercial agent for South Africa, relating to the Canadian trade with South Africa, adverse criticisms of the "subsidy" policy of the Canadian Government must surely be stilled:

Canadian Exports to South Africa.

	Capé.	Natal.	Total.
1901..	\$ 25,214	\$ 1,601	\$ 26,815
1903 ..	1,190,902	1,037,705	2,228,607

In 1901 there was no subsidized line of steamers running from Canada to South Africa as was the case in 1903.

\*\*\*

## A SIGN OF PROSPERITY.

The prosperity of the Canadian people from coast to coast is well indicated by the meeting of bank paper on November 4th. Reports have been received from all parts of Ontario which show that outstanding paper has been met up to 80 per cent. In the North-West 70 per cent. was met, which is considered very satisfactory when it is considered that conditions obliged many farmers to hold back their grain from the market. It is stated that the establishment of an option market in Winnipeg by which the farmer can realize on the future delivery has contributed to the meeting of November paper in the West.

In Quebec and the Maritime Provinces about 68 per cent. has been paid in.

It is the dry goods trade that is most happily interested in the settlement, with the clothing and boot and shoe houses good seconds. In the grocery trade goods are now generally sold on 30 days, and the November settlement to wholesale houses in that trade has not the same significance.

\*\*\*

The Aikenhead Hardware Co., of Toronto, has purchased the Dunlop building on Temperance Street.

## TOO MUCH BUSINESS.

To the Editor The Retail Merchants' Journal:

Dear Sir,—I feel so annoyed I can scarcely write, so you must excuse me if this letter reads "prickly."

I have been passing my own entries at the Toronto Customs House for some years, and to-day I went down as usual, and I was compelled to wait for two hours before I could get waited upon. The clerks were all busy passing entries for Customs House Brokers, and as usual the poor old retail merchant had to take a back seat and simply wait until this professional visitor got through passing a whole stack of entries. I tried every clerk, but the results were the same. Now, Mr. Editor, I think that if the business done there is accumulating as the records show, the Government is neglecting its duty by not providing more clerks to attend to the business. I know of no place to go to leave this grievance but to our Association, and I do wish that you would take up this subject and in your usual vigorous manner call the attention of the Government to it. I have very little time to spare away from my store, as it takes me all my time while there to look after the leaks and try to please my customers, but when I do go out I do not want to be robbed of any time by a Government that is better able to pay me than I am to pay them duty.

I hope you will stir them up.

Yours,

A MAD BOOT DEALER.

\*\*\*

## SWELLING THE REVENUE

The Provincial Secretary's Department is aiding materially in the process of swelling the coffers of the Provincial Treasury. For the ten months ending October 31st, the receipts of the department totalled \$110,298.31, compared to \$90,225.71 for the corresponding period of last year, and a total of \$101,943.16 for the whole of 1904.

The receipts for October this year were \$11,357.34, and for October, 1904, \$6,459.05. The increase in the department's receipts is accounted for by increases in the aggregate of fees for company charters, for marriage license forms, and fees for commissions.

\*\*\*

## LEAMINGTON OIL PLANT SOLD.

The Dominion Oil Company, of Detroit, have purchased the plant of the Detroit & Dominion Oil Company at Leamington, which includes six producing wells, power house, tanks, etc. This will make the Dominion Oil Company one of the biggest companies operating in the Canadian oil fields.

## THE QUEBEC LICENSE LAW.

## Extract

From the Act of the Province of Quebec, 5 Ed. VII., Cap. 14, containing the provisions of the said Statute amending the Quebec License Law with respect to licenses of non-resident commercial travellers

## Section VIIIc.

Non-resident commercial travellers representing persons, etc., having no place of business in Canada.

341e. Any person not residing in the province who is desirous of acting as a commercial traveller, by soliciting or taking orders for or selling goods, wares or merchandise, other than intoxicating liquors, or by advertising or offering such goods for sale, by sample, catalogue or price list, for a person, firm or corporation having no place of business in Canada, shall first obtain a license therefor from the collector of provincial revenue for the district in which he begins his operations in the province.

Such license is, subject to article 9 of this Act, granted for one year, and expires on the first day of the month of May subsequent to its issue.

341f. Every person not residing in the province who acts as a commercial traveller by soliciting or taking orders for, or selling goods, wares or merchandise, other than intoxicating liquors, or by advertising or offering such goods for sale, by sample, catalogue or price list, for a person, firm or corporation having no place of business in Canada, without being the holder of a license for that purpose, then in force, is liable to a fine of not more than one thousand dollars, and not less than five hundred dollars for each contravention.

341g. Every such person shall show his license to any collector of provincial revenue or to any person authorized in writing by a collector of provincial revenue, and in default of so doing, such person shall be held to have no license and is punishable accordingly.

341h. No commercial traveller licensed as aforesaid shall lend his license to another under a penalty of three hundred dollars for each offence.

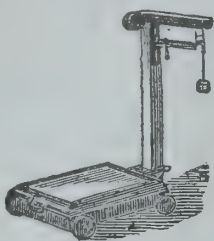
342. For each license for a person not residing in the province to act as a commercial traveller by soliciting or taking orders for, or selling goods, wares or merchandise, other than intoxicating liquors, or by advertising or offering such goods for sale, by sample, catalogue or price list, for a person, firm or corporation having no place of business in Canada, three hundred dollars.

(Assented to 20th May, 1905.)

Treasury Department,  
Quebec.

\*\*\*

The Customs receipts of the Dominion for October totalled \$3,986,158, an increase of \$327,032. For the four months the increase is \$830,063.



## THE FOX

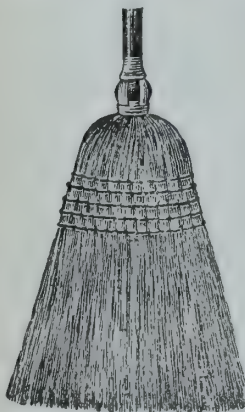
Brand on a PAIR OF SCALES is your guarantee that you are getting **ABSOLUTELY THE BEST SCALE** that can be made. We know it because we make them, and we know the **MATERIAL** that we put in them—**NO SHODDY WORK. INSIST ON A FOX.**

Hay, Coal and Platform Scales  
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## BROOMS AND WHISKS



Of the best quality and workmanship, at prices second to none. We do a Jobbers, Wholesale and Retail Business. Get quotations, as we can save you money and give

you an article that will sell.

Goods always equal to samples.

A trial order will convince you of the merits of our goods.

Mail orders, special attention given.

If our traveller does not call on you, send direct to

**THE WATERLOO**  
**Broom and Brush Co.,**  
LIMITED  
WATERLOO, ONT.

## Calendars

**Retail Merchants find attractive Calendars a good advertisement.**

If the Calendar has a picture of the merchant or his store, it is more highly valued by his customer.

Send us your photo or photo of your store and we will make you a high grade cut for the purpose—any size desired.

Your local printer can use the cut and the calendar will be cheaper and more attractive than the many fancy designs.

Write us for prices.

**LEGG BROS.**  
**ENGRAVERS**  
TORONTO



Pure LARD,  
Pure CANNED MEATS,  
Pure BEEF FLUID.

Guaranteed Pure and Choice.

Ask Your Wholesale Grocer For It.

**The Canadian Packing Co.,**  
LONDON, ONT.

## Souvenir Post Cards

**We Have Cards at Bargain Prices**

500 Canada only, \$3.00; 1,000, \$5.00. 500 Comic, \$3.50; 1,000, \$6.00. 500 High-grade importations of all kinds, \$4.00; 1,000 \$7.50. 100 different cards \$1.00; 200 for \$2.00; 300 for \$3.00. New arrivals constantly.

### Souvenir Metal Tag Comics

Latest and funniest novelty. Large sale. Only \$2.00 per 100, 25% discount on 1,000 lots. Samples 25c., retail at 5c. each.

### Card Samples

A large range will be sent for sums ranging from \$1.00 to \$50.00. Our stock is unsurpassed and comprises lines from the leading manufacturers.

**Write us for anything you want in this line.**

### Printing

**General Office Stationery, Imitation Typewriting, Cards, Folders, Programs, Circulars, Wedding Invitations, Envelopes, Etc.**

**W. R. ADAMS,**  
Established 1897  
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Liquid or Paste

**QUICKEST-CLEANEST-BEST**

Sample Show Cards, Circulars,  
Given Free with Every Order.

SEND FOR SAMPLES, PRICES, ETC., TO

**ANGLO-CANADIAN  
SUPPLY COMPANY,**  
3 Wellington St. E., TORONTO

## ONE DOLLAR

Buy five hundred neatly printed Business Cards, Bill Heads, Note Heads, Statements or Envelopes.

**Frank H. Barnard,**  
77 Queen St. East, Toronto



## MOVEMENT OF WESTERN GRAIN.

The Canadian Pacific and Canadian Northern Railways have hauled from the West to their terminals at Fort William and Port Arthur, almost 20,000,000 bushels of grain. This fall the C. P. R. handled here 12,485 cars, or a total of nearly fourteen million bushels. For the same period last year the amount was 5,843 cars, showing over six million bushels increase this year. The C. N. R. at Port Arthur have handled five thousand cars, or over six million bushels this fall.

About 650 men are now working day and night at the freight sheds and will continue until the close of navigation.

\*\*\*

## ONTARIO BEEKEEPERS' ASSOCIATION.

The Ontario Beekeepers' Association, who held their annual meeting in Toronto a few days ago, and discussed a good many subjects of special interest to the friends of the busy little bee, have moved in the direction of an important step that may prove the value or otherwise of the honey bee as a fertilizer of blooming crops.

A resolution was introduced by R. F. Holtermann, Brantford, and seconded by Martin Emigh, of Holbrook, and carried unanimously, asking Hon. Nelson Monteith to have through the proper officers of the Department of Agriculture a series of experiments conducted to ascertain the value of bees in fertilization of blossoms when gathering nectar from such sources as fruit bloom, alsike and red clover and buckwheat, to see if they were a benefit, damage or of no effect in increasing the yields of these crops; also that an invitation be extended to any, if they exist, who have evidence that these visits of bees are injurious, and that the results be published in a special bulletin.

The beekeepers felt that the result will show the great value of the bee aside from the business of honey production, but they think that every opportunity should be given to those who conscientiously held views to the contrary to produce any evidence they have in their possession.

The election of officers resulted as follows:—President, H. G. Sibbold; vice-president, R. H. Smith; second vice-president, F. J. Miller; secretary, Wm. Couse; treasurer, Martin Emigh.

\*\*\*

## BY-LAW CARRIED AT MARKHAM.

Voting on the Gaunt & Jessop woolen mill by-law, to guarantee a loan of ten thousand dollars for ten years, took place at Markham on November 15th, and resulted in 148 votes for to 16 against, a majority of 132, or 49 majority over the three-fifths necessary. Messrs. Gaunt & Jessop are to repay both principal and interest in ten annual instalments, and to employ at least 40 hands for ten months in each year.

## DON'TS FOR BUSINESS MEN.

Don't fret or annoy yourself about business being bad; that won't make it better.

Don't get angry with your employees because you have lost in speculation; they could not help that—and you may win next time.

Don't speak sharply or abuse any of your employees before customers; it looks bad—and the man may turn on you.

Don't use any profane language to the book-keeper or typewriter for mistakes; if she is a young woman she may burst into tears—then you will feel bad.

Don't put up notices "no smoking," then smoke all day yourself.

Don't sit and joke or fool with the typewriter—especially if you are married.

Don't think that your salesmen can force people to buy your goods at that price—or any price; there are other houses.

Don't expect too much; if you are not satisfied go out on the road and see how much you can sell yourself—then you can talk.

Don't be too selfish or egotistical; customers don't like it—it will hurt your business.

Don't say, "my books, my goods, my men," especially when you have partners.

Don't be afraid to tell a man that he gives satisfaction—even if he should ask you for more wages.

\*\*\*

## FORGET IT. WHY?

Here are a few lines written by the clear-headed editor of "System." They ought to be suggestive to every hard-working, ambitious business man, who often wonders why his aggressive labors are not more fruitful in results:

Your brain has a capacity limit. Don't overload it. Don't fill it with details. Don't burden it with worry. Get a system.

Make your system your storehouse. File therein the little cares that wear and tear—the important details that annoy.

Make your system the guardian of the necessary, the grave of the needless. Leave your work at night, free and unshackled. Your system will bring your duties before you the next morning—the next week—the next month.

Keep clear the rails on which you run your train of thought. Keep your mind on the stretch of track ahead; ride over the pebbles of petty troublings in the road-bed.

\*\*\*

## MILK PRICE IN LONDON.

The London milkmen who agreed to raise the retail price of milk to six cents a quart resent the inference that they have formed a combine, and are thereby liable to prosecution. "We have not formed a combine," said one of the dealers to a press representative. "We have simply been selling milk all along at a figure

that did not pay us for our labor, and, with the wholesale price advanced to 3½ cents a quart, we had to do something if we wanted to remain in business."

\*\*\*

## ARE THERE ANY OTHERS?

To the Editor, "The Retail Merchants' Journal."

Dear Sir:—As a member of the Association I should like to know if any of my fellow merchants have a grievance to record similar to mine, if so I would like to know to what extent it prevails. I live in a live town and have a number of clerks. These young men come to me without any knowledge of the business whatever and after I have devoted some time to educating them in the business or they have taken up the time of some experienced salesman whom I have had to pay, along comes a commercial traveller, and after he has endeavored to sell me all the goods that he can he interviews my clerk and offers him a position at a higher salary in some other store or in some other town. The clerk is perhaps only commencing to pay back the expenditure that has been spent upon him, and he leaves and I am forced to get another and go through the same process of time and money spending. I think if the attention of the wholesale houses was called to this grievance that they would not tolerate having their travellers occupy the dual capacity of employment agents as well as representatives of their house. I would suggest that you take this subject up in your valuable columns and find out if this practice is general or if my store is the only training school in the Dominion. I think it is time that we took up the subject of "the best method of hiring and securing the services of clerks," and let us all agree upon some common fair principle and unitedly uphold it. We have troubles enough without having to turn our stores into kindergarten schools, which mine certainly looks like. Thanking you for your attention to this subject and wishing you all the good luck you deserve.

I remain, yours truly,

DRY GOODS.

\*\*\*

## RAILWAY FACTS.

On December 31st, 1904, there were 212,349 miles of railway in the United States, but the total of track was 293,937 miles. There were 48,658 locomotives, 31,034 passenger cars, and 1,728,903 freight cars. The total liabilities were \$14,802,000,000, or nearly fifteen billions. Of this sum \$6,447,000,000 was stock and \$7,648,000,000 bonds and unfounded debt. During the year 716,000,000 passengers and 1,277,000,000 tons of freight were moved. Total earnings were \$1,977,638,000; net earnings, \$639,240,000. The growth of mileage during the year was 5,014 miles. The value of the railroads at the present time is about equal to that of the





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Rates \$2.00 per day and upwards.  
Special rates by Week.

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ARTHUR H. LEWIS, - - MANAGER



**STRONG DURABLE**  
**Ideal Woven Wire Fencing**

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*Write to-day for Catalogue of Fencing and Gates—Free.*

**The McGregor-Banwell Fence Company, Limited,**  
WALKERVILLE, ONTARIO.

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SPECIAL LINES OF FOOTWEAR

### "The Traveller"

A man's fine \$3.50 shoe.

### "The Artisan"

Staple shoe made for the masses.

### "The Royal Purple"

Ladies' fine shoe, nobbiest line on the market.

### "The Tru-Fit"

None better, few as good.  
Woman's shoe, retails \$2.50.

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WIRE, IRON AND BRASS WORKS COMPANY, LIMITED

MANUFACTURERS OF

## Bank and Office Railing, Ornamental Iron Fences

Wire Window Guards, Wire Cloth, Moulders, Riddles, Children's Cots,  
Window Fixtures, Wire Work, Architectural Wrought Iron Works.

**67 WELLINGTON PLACE, TORONTO, ONT.**

GEO. H. HEES, President.  
(Geo. H. Hees, Son & Co.)R. E. GIBSON, 1st Vice-President.  
(Pres. Conger Coal Co.)

DR. GEO. S. RYERSON, 2nd Vice-President.

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Capital and Assets. . . \$500,000

JOHN H. C. DURHAM, GENERAL MANAGER

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GEO. J. PYKE, Secretary.

CHAS. P. SPARLING, Inspector.

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Leader in  
**RUBBER STAMPS**  
MONOGRAMS, SEALS,  
STENCILS, ETC.  
23 ADELAIDE ST. W. TORONTO  
Awarded Diplomas at Toronto

If you are after the Quality  
Trade, you must have the  
QUALITY SALT

## Windsor Salt

## W. R. Johnston & Co. LIMITED

Wholesale Clothiers

Cor. Front &amp; York Sts., TORONTO



# AMENDEMENT AU CODE CRIMINEL—TIMBRES DE COMMERCE.

(Continued.)

Je ferai remarquer que ces pétitionnaires emploient absolument les mêmes mots qu'a employés, il y a quelques années, le juge en chef Riel, de la cour suprême des Etats-Unis. Une pétition semblable a été votée par les succursales de l'association des marchands de détail, entre autres dans les villes d'Ontario, dont les noms suivent:

Acton, Lindsay, Berlin, Sainte-Catherine, Orangeville, Belleville, Goderich, Sarnia, Preston, Port-Hope, Saint-Thomas, Guelph, Ingersoll, Clinton, Windsor, Hamilton, London, Kingston, Peterboro', Petrolea, Hespeler, Chutes-Niagara, Dundas, Elmira, Toronto, Ottawa, Deseronto.

(La séance, suspendue à une heure, est reprise à trois heures.)

## Reprise de la Séance.

M. Gervais: Lorsque la séance fut interrompue à une heure, j'avais fini de citer les résolutions prises par les chambres de commerce et autres associations commerciales du Canada. L'opinion générale exprimée par elles tend à établir qu'au point de vue des marchands de gros, des agents de commerce, des banquiers, des commerçants, le timbre de commerce est une plaie et un instrument pour restreindre le commerce.

Maintenant, quels sont les adversaires de ce projet de loi? Quels sont ceux qui ont machiné cette conspiration contre le commerce? Ils ne sont qu'une poignée, au plus une demi-douzaine dans tout le Canada. Quelles sont les parties au procès, comme nous disons au palais; quelles sont les parties intéressées dans cette cause? D'un côté ce sont tous les commerçants du pays de l'autre trois ou quatre individus qui font des affaires d'or avec cette besogne illégale et immorale.

Je tâcherai maintenant de faire voir qu'est la pomme de discorde, et quel est le motif qui nous fait agir. Afin d'éviter tout malentendu, je donnerai ma propre définition du timbre de commerce, puis, je donnerai ensuite la définition du timbre de commerce d'après l'encyclopédie américaine et anglaise de droit.

D'abord, je comprends ainsi le timbre de commerce: le timbre de commerce est une espèce de papier-monnaie que quiconque, même un monteur d'affaires sans capital, peut émettre et dans des circonstances telles, qu'il peut en résulter une conspiration en vue de nuire au commerce, de filouter les clients des marchands et constituer une violation permanente des principes admis par la saine finance.

Permettez-moi, Monsieur le Président, de donner un court historique de la loi relative aux timbres de commerce. Je dirai en quelques mots ce qu'est la loi provinciale au Canada à

ce sujet et ce qu'est la loi étrangère ou des Etats-Unis. Deux législatures provinciales seulement ont édicté des lois prohibitives contre les timbres de commerce. Je citerai d'abord les statuts d'Ontario de 1901, chapitre 26, l'acte d'amendement municipal, article 41, qui dit qu'il est loisible aux conseils municipaux des cités, des villes et des villages de promulguer des règlements:

41. Pour défendre de donner, vendre, distribuer ou recevoir des timbres de commerce, coupons ou autres objets semblables et pour défendre à toute personne, raison sociale ou corporation engagée dans le commerce ou dans les affaires de donner, vendre ou trafiquer lesdits timbres;

(a) Tel règlement ne s'appliquera ni au marchand ni au manufacturier qui met dans ou sur les colis de marchandises, ou qui livre aux acheteurs des marchandises vendues ou manufacturées par lui, des billets de prime ou des coupons rachetables soit en nature soit en espèces, par tout marchand ou manufacturier sus-visé.

(b) Pareil règlement ne pourra être mis en vigueur qu'après le 1<sup>er</sup> jour de janvier 1902.

Plus loin, dans les statuts d'Ontario de 1903, l'acte municipal consolidé, chapitre 19, article 41, statue sur la promulgation de règlements municipaux:

Pour défendre de donner, vendre, distribuer ou recevoir des timbres de commerce, coupons ou autres objets semblables, et pour défendre à toute personne, raison sociale ou corporation engagée dans le commerce ou dans les affaires de donner, vendre ou trafiquer lesdits timbres:

(a) Tout règlement semblable ne s'appliquera pas au marchand ou au manufacturier qui met dans ou sur des colis de marchandises ou livre aux acheteurs de marchandises vendues ou manufacturées par tout marchand ou manufacturier sus-visé, des billets de prime ou des coupons rachetables soit en nature soit en espèces par ce marchand ou ce manufacturier.

Finalement, en 1905, la législature d'Ontario vota la modification suivante:

27. Le paragraphe (a) de l'article 41, ch. 583 de l'acte municipal consolidé de 1903, est supprimé et remplacé par le suivant:

(a) Tout règlement semblable ne s'appliquera pas au marchand ou manufacturier qui met dans ou sur des colis de marchandises, ou livre aux acheteurs des marchandises vendues ou fabriquées par lui à l'époque de l'achat, des coupons ou billets de prime, qui portent à leur face l'indication du lieu de livraison, avec la valeur au comptant ou en marchandises des dits coupons ou billets de prime et qui sont rachetables en tout temps, et seulement par le marchand ou le manufacturier qui les donne et seulement au magasin ou à la manufacture où ces marchandises furent vendues ou achetées.

En 1903, la législature de Québec a voté une loi, chapitre 39,

conférant certains pouvoirs aux conseils municipaux des cités, villes, villages et paroisses. Les articles 1 et 2 de cet acte édictent:

Le conseil municipal des cités, villes, villages et paroisses pourra voter des règlements pour défendre de donner, vendre, échanger, distribuer ou recevoir des timbres de commerce, coupons ou autres objets semblables, et pour défendre à toute personne, raison sociale ou corporation de donner, vendre ou échanger lesdits timbres; et pareil règlement pourra statuer que quiconque l'enfreindra, sera passible d'une amende n'excédant pas vingt piastres, ou à défaut de paiement, d'un emprisonnement n'excédant pas trois mois.

2. Toutefois, pareil règlement ne s'appliquera pas au marchand ou manufacturier qui met dans ou sur des colis de marchandises, ou qui livre aux acheteurs, de marchandises vendues ou manufacturées, des billets de prime ou des coupons rachetables en nature ou en espèces par ce marchand ou ce manufacturier.

Il est facile de voir au premier coup d'œil que la loi d'Ontario et la loi de Québec sont à peu près semblables. En réalité, la loi de Québec est une réédition de celle d'Ontario. Les conseils municipaux des cités, des villes et des villages des provinces d'Ontario et Québec ont le pouvoir de par les lois provinciales de faire des règlements empêchant de donner ou de recevoir des timbres de commerce. Telle est la nature des lois provinciales sur les timbres de commerce jusqu'aujourd'hui. Permettez-moi, maintenant, de citer des lois étrangères au sujet du même mal.

Quand je parle de lois étrangères au sujet des timbres de commerce, je parle des lois de certains états dans les Etats-Unis d'Amérique. Le fléau du timbre de commerce n'a jamais fait de ravages en dehors du Canada et des Etats-Unis; donc, il ne saurait exister, excepté dans ces deux pays, de loi spéciale contre les timbres de commerce. Le plan des timbres de commerce a débuté par les Etats-Unis, il y a une dizaine d'années, et a pénétré au Canada vers l'année, 1900. J'ai dit, il y a un instant, que plusieurs états de la grande république avaient voté des lois prohibant l'usage des timbres de commerce. En voici quelques-uns: le Rhode-Island, l'Alabama, le Maryland, le Massachusetts, le Vermont, la Virginie et New-York. Le même principe a été consacré par le district de Colombie. Je citerais comme exemple de ces lois, celle qui a été adoptée par la législature de l'état de New-York, en 1904. Cette loi est le chapitre 657 de cette même année et s'appelle "acte pour amender le code pénal, relatif à l'émission et au rachat des timbres de commerce ou autres objets semblables." Ce statut défend l'usage des timbres de commerce, à moins qu'ils ne soient rachetables, et que la valeur dans le cours monétaire, ne soit imprimée sur la face du timbre. Puis il stipule que quiconque vend ou émet des timbres de commerce est tenu de les racheter à leur valeur indiquée en nature ou en espèces. L'article 4 de la loi dit:



Toute personne ou société qui enfreindra aucune des dispositions de cette loi sera considérée coupable d'un délit.

Le statut ne prévoit pas une pénalité. Nous devons en référer au code pénal de l'état de New-York pour connaître quelle est la punition qu'entraîne l'émission ou le rachat des timbres de commerce. Je vois à l'article 15 du code pénal de l'état de New-York, annoté, 1903 :

Une personne convaincue d'un crime appelé délit pour les fins du code, et pour lequel aucune autre pénalité n'est spécialement prescrite par ledit code ou par toute autre disposition statutaire en vigueur au moment de la déclaration de culpabilité et du prononcé de la sentence, est punissable par l'emprisonnement dans un pénitencier ou dans une prison de comté pour une durée n'excédant pas un an ou par une amende n'excédant pas cinq cents piastres ou par les deux.

Quelques mots maintenant sur la disposition de la jurisprudence par rapport à la constitutionnalité de ces lois spéciales contre les timbres de commerce. Dans la province de Québec, la cour d'appel a maintenu que la loi de la législature de cette province qui confère au conseil municipal de Montréal et de Québec le pouvoir de faire des règlements défendant l'usage des timbres de commerce, est inconstitutionnelle. Ce tribunal maintient qu'il est du domaine exclusif du parlement du Canada d'édicter des lois relatives au commerce, en vertu de l'article 91 de l'acte de l'Amérique britannique du Nord. Mais voici que dans la province d'Ontario, le gouvernement provincial ayant soumis la cause à la cour d'appel, celle-ci a donné une décision contraire. Mais, si ma mémoire ne me fait pas défaut, je crois qu'au cours du mois de février 1905, le juge Morgan, de Toronto, a maintenu, conformément au directeur de la cour d'appel de la province d'Ontario; mais il prononça que le règlement voté par le conseil municipal de Toronto ainsi que la loi d'Ontario de 1903 étaient défectueux et il accorda une injonction contre l'application de cette loi.

Je m'occuperai pendant un instant de la disposition de la jurisprudence sur le même sujet aux Etats-Unis. Je sais que mon honorable ami et adversaire me répondra que ces lois édictées par les différents états, concernant l'emploi des timbres de commerce ont été toutes frappées d'inconstitutionnalité, et qu'il opposera la raison constitutionnelle au présent bill. Mais, Monsieur le président, l'argument ne s'applique pas du tout à notre projet. Les lois des états ont été déclarées inconstitutionnelles parce qu'elles ont toutes été édictées en opposition directe au quatorzième

amendement à la constitution des Etats-Unis, voté et adopté en 1865. Mais l'argument même contre la constitutionnalité de ces différentes lois des états est le plus fort argument en faveur de la constitutionnalité du bill que nous proposons. Comme vous le savez, la constitution de chaque état des Etats-Unis est une constitution écrite et strictement limitée. Aucune législature d'état dans l'Union n'a le pouvoir de légiférer librement en matière de commerce. Nous ne sommes pas gênés par des restrictions de cette nature. Le parlement anglais n'a imposé aucune restriction au parlement du Canada, quant à son pouvoir de légiférer en matière commerciale. Il n'a pas défini ce qui devra être considéré comme matières commerciales, quelles devront être les parties à un contrat de commerce: quelle sera la forme de ce contrat ou quelle sera la cause de sa résiliation. Nul danger que cette loi soit déclarée inconstitutionnelle, car nous avons le pouvoir absolu de réglementer notre commerce dans l'intérêt de nos marchands et commerçants. Nul danger, dans le présent cas, que la loi impériale de 1865, qui statue que les lois coloniales pourront être frappées de nullité pour incompatibilité, ne s'applique au présent bill.

Passons maintenant aux raisons spéciales et aux motifs qui militent en faveur de l'adoption de ce bill. J'ai dit que l'impôt indirect et la perte directe sont le fruit de cet expédient frauduleux et criminel et qu'il opère au détriment des marchands de bonne foi et crée un monopole.

Je suppose que tous les honorables députés connaissent le fonctionnement de ce trafic de timbres. N'importe qui avec un capital de \$5 peut se lancer dans cette industrie. Il n'a pas besoin de crédit dans les banques. Tout ce dont il a besoin, c'est d'une cinquantaine de livres de timbres, qui coûtent environ \$2.50, et il est prêt à s'embarquer dans l'entreprise. Cet individu n'offrira pas sa marchandise à tous les marchands et commerçants, cela tuerait son négoce et ne lui rapporterait aucun profit. Il se présente exclusivement chez M. A. rue Pierre, épicière, chez M. D., rue Notre-Dame ou rue Younge, bijoutier, ou chez M. F., rue Jarvis, quincaillier. Il signe un contrat avec ces marchands, qui s'engagent à acheter de lui, tandis que lui, de son côté, s'engage à ne pas vendre à d'autres marchands engagés dans le même genre de commerce. Quel est le résultat de ces transactions? Le résultat c'est que le brocanteur de timbres crée un monstrueux monopole en faveur de A., de D. et de F., au détriment des véritables marchands, ses voisins.

On me dira peut-être: Quel mal y a-t-il à cela? C'est une des dix ou douze libertés inaliénables et imprescriptibles établies par la loi de nature, et celles-ci comprennent les libertés civiles et religieuses. Quand le commerçant donne de tels timbres, il jouit de cette liberté naturelle de

faire du commerce que James Lorimer proclame inaliénable et imprescriptible. Mais il y a l'abus d'un droit naturel. Il n'y a pas de raison pour que ces compagnies ne donnent pas de timbres de commerce, pourvu qu'elles ne fassent pas de distinction et cherchent à discréditer et à déprécier le commerce de ceux qui ne sont pas leurs clients. Les vendeurs de timbres qui ont signé des contrats pour la circulation de leur marchandise, sont obligés de s'engager à certaines conditions, dont la première, je le répète, est qu'ils ne vendront point au marchand d'à côté. Ils s'engagent de plus à faire faire la visite domiciliaire par leurs agents, qui parcourent tout le district, entrent dans toutes les maisons, parlant à toutes les ménagères et leur font voir l'avantage d'acheter dans les magasins qui donnent des timbres. Voici à peu près le langage que tiennent d'ordinaire ces agents:

L'agent—Eh bien, madame, saviez-vous que M. Pierre, l'épicier du coin, donne maintenant des timbres de commerce?

La ménagère—Vraiment? Qu'est-ce que c'est que cela?

L'agent—C'est qu'il donne maintenant des cadeaux à pleins bras. Achetez-vous chez, Pierre?

La ménagère—Non.

L'agent—C'est bien malheureux. Quel est votre épicière?

La ménagère—C'est M. Paul.

L'agent—Les marchandises de Paul ne valent rien; il ne donne pas de cadeaux. Allez chez Pierre, l'épicier qui donne des timbres de commerce.

Et la jeune femme, sans consulter son mari, ira chez Pierre et achètera de mauvaises marchandises. Un infâme monopole, une conspiration en vue de nuire au commerce, au détriment de l'épicier de bonne foi et au bénéfice de quelques trafiquants de timbres sans importance, est le résultat de ce genre d'affaires.

L'usage des timbres de commerce a un effet démoralisateur sur les masses, qui croient avoir ainsi quelque chose pour rien, et dans un âge utilitaire comme le nôtre, c'est un vice d'enseigner au peuple qu'il peut obtenir quelque chose pour rien. Un autre effet pernicieux de ces timbres de commerce, c'est qu'ils induisent en tentation nos marchands en détail et les poussent au vol ou à adopter des moyens déshonnêtes. La concurrence est si vive de nos jours, qu'un profit de 5 p. 100 est considéré comme satisfaisant, de sorte qu'un autre résultat de ce trafic illicite est que le profit du marchand va gonfler les goussets des vendeurs de timbres. Comment le détaillant peut-il se rembourser de ses pertes, si ce n'est en volant le client, ou en faisant une banqueroute, quand ce sont ses fournisseurs qui deviennent les perdants. Je ne charge pas le tableau, loin de là. Je pourrais donner des noms et des dates, pour montrer qu'à Montréal, qu'à Ottawa, les



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classes pauvres sont induites en erreur par le truc des vendeurs de timbres de commerce.

Vous connaissez les résultats de l'émission d'un papier-monnaie. Les masses sont sous l'impression que dès qu'elles ont en leur possession un morceau de papier estampillé, ce papier est négociable et peut être donné en paiement de quelque marchandise. C'est pourquoi je dis que l'usage des timbres de commerce est absolument démoralisateur dans ses effets parmi le peuple, puisqu'il enseigne aux classes pauvres qu'elles peuvent se procurer quelque chose pour rien, c'est-à-dire pour un morceau de papier-monnaie, pour de l'argent fiduciaire ou du papier-monnaie représentatif. Le négoce du timbre de commerce est une infraction directe à tous les principes reconnus de la circulation monétaire. L'Encyclopédie de droit américain et anglais donne une définition très inexacte du timbre de commerce, une définition purement et simplement hypothétique, plutôt qu'une définition authentique et pratique, et je ne saurais accepter pour un moment cette définition qui se trouve à la page 442 du vol. 28 de cet ouvrage.

Il est étrange que l'Etat, que l'autorité centrale, si jalouse du contrôle de la monnaie, soit si négligente pour ce qui concerne l'émission et la circulation de valeurs monétaires par des particuliers, comme dans ce cas-ci.

Tout le monde sait que personne au Canada ne peut émettre un billet de banque, hormis une banque officielle dûment autorisée par acte spécial de ce Parlement, et que cet acte contient des dispositions relatives à la souscription du capital-actions, à la réserve en or dans les coffres de cette banque et au dépôt de garantie entre les mains du receveur général du Gouvernement. Vous savez qu'il ne m'est pas permis d'émettre une obligation, d'émettre un coupon, d'émettre une action d'une compagnie si je n'ai déposé chez le secrétaire d'Etat un sommaire des conventions, ou une copie de l'acte de société énumérant le montant du capital, les noms des souscripteurs, les noms des directeurs, le montant du capital versé, et ainsi de suite, et je n'ai pas le droit d'émettre une obligation, si je ne me conforme à certaines conditions rigoureuses. Mais dans ce cas-ci, que voyons-nous? Vous voyez des gens sans capitaux qui se permettent de lancer du papier-monnaie dans la circulation sans autorisation aucune, sans aucune garantie de leur stabilité ou de leur réserve. Je dis que c'est un abus criant de permettre à ces monnayeurs de timbres de commerce d'émettre du soi-disant papier-monnaie d'une valeur fictive de 100 p. 100, qu'ils concèdent n'avoir qu'une valeur de 5 p. 100, mais qui n'a en réalité qu'une valeur de 1 p. 100.

N'est-il pas évident que la circulation de cette espèce de papier-mon-

naie peut avoir un effet pernicieux au sein des masses? Quel est le résultat? Le résultat est que si ce bill devenait loi dès ce soir, vous ne trouveriez peut-être pas demain dans toute l'étendue du Canada, du moins dans toute la ville de Montréal, plus d'un marchand qui rachèterait les coupons qui ont été émis en masse. Tous les autres individus se seraient enfuis, auraient disparu comme à Québec lors de l'adoption d'une loi par la législature, donnant le pouvoir au conseil municipal de cette ville, de prohiber la circulation des timbres de commerce. Le lendemain, les dix maisons qui trafiquaient les timbres de commerce avaient disparu, comme au printemps la dernière neige se fond sous les rayons du soleil. Elles étaient disparues et il ne restait personne à Québec pour racheter les timbres et donner en échange aux clients irréguliers, les beaux articles d'étalage qui leur avaient été promis pendant des mois. Ce qui est arrivé à Québec est exactement ce qui se produira dans tout le pays, du jour où ce bill deviendra loi. Un des affiliés à la conspiration des timbres de commerce, sentant sa cause s'affaiblir en raison de la recrudescence de l'opposition de ses adversaires, a cru devoir, il n'y a pas plus de huit jours, en apprenant que le ministre de la Justice était à la veille de soumettre un projet de loi, publier dans le "Herald," de Montréal, une garantie écrite, signée et scellée de sa main, disant que les timbres de commerce émis par sa maison seront tous rachetés, même si ce bill devient loi. Tout cela prouve la justesse de ma prétention, que l'émission de ces timbres de commerce est une émission, je ne dirai pas de véritable papier-monnaie, mais d'une espèce de papier-monnaie.

C'est une espèce de papier-monnaie qui est lancé dans la circulation par des personnes irresponsables, par des inconnus, dans l'unique but de tromper par de faux prétextes l'acheteur imprévoyant.

Les adversaires de cette mesure diront: il est évident que le bill décrète l'abolition d'un monopole, le réhaussement du niveau moral des masses, le respect de principes sains en fait de circulation monétaire, mais le principal argument des adversaires de ce bill, c'est que le ministre de la Justice empiète sur la liberté naturelle, sur ce principe inaliénable de toute liberté, même de la liberté de s'expatrier depuis 1872. Voici ma réponse. Prenez les huit ou dix codes qui sont aujourd'hui en vigueur dans les différentes provinces du Canada et dans les soixante-cinq états qui font du commerce dans l'univers entier, et vous verrez que ces divers codes sont purement et essentiellement un ensemble de lois qui enfreignent les libertés naturelles ordinaires des gens, mais ces empiètements sur les libertés naturelles ont été acceptés et déclarés utiles et nécessaires pour le bien de tous, pour le bien des masses, pour le

bien du peuple, pour le bien de l'Etat. La question, dans le cas exceptionnel présent, est de savoir s'il y a des raisons suffisantes d'intervenir dans cette entreprise de timbres de commerce. Si vous consultez les auteurs qui ont écrit sur les combinaisons anticommerciales en vue de nuire au commerce vous verrez que la base d'opération de cette vaste machination des timbres de commerce est en opposition directe des méthodes d'affaires et je dis que ce bill, au lieu d'enfreindre la liberté du commerce, est un effort pour assurer la liberté parfaite du commerce au Canada. Au lieu de sévir contre la liberté du commerce, il sévit en faveur de la liberté du commerce et il devrait être accepté tel qu'il nous est soumis. Ce n'est pas une question de parti, car, comme le savent mes honorables amis d'Ontario, les marchands des villes de cette province se sont unis aux marchands de la province de Québec et des autres provinces du Canada, dans un effort commun pour obtenir la disparition du fléau des timbres de commerce. Je le répète, ce n'est pas une question de parti. C'est une question nationale, c'est une question qui doit être agitée dans l'intérêt du commerce, par les honorables députés des deux côtés de la Chambre. Le commerçant, quel qu'il soit, ne s'occupe pas de politique en demandant l'adoption de cette mesure. Nous devrions être justes envers tous ceux qui sont engagés dans le commerce au Canada, en essayant de débarrasser nos commerçants, nos marchands de gros et au détail de cet usage commercial qui s'appelle la plaie du timbre de commerce.

Il y a quelques années ce Parlement a pris des mesures pour enrayner l'importation des poux des pommiers, pourquoi ne tâcherions-nous pas d'empêcher l'implantation au Canada de cette autre peste commerciale venant des Etats-Unis d'Amérique? Monsieur le président, quelles sont les parties concernées, quelles sont les parties au procès, car nous sommes le jury du pays. Vous avez d'un côté tous les commerçants de toutes les conditions, et de l'autre, quelques intrigants. Ils ne sont qu'une poignée d'intrigants conduits par quelques avocats. Nous avons de notre côté les intérêts commerciaux du pays et l'opinion unanime du peuple.

\*\*\*

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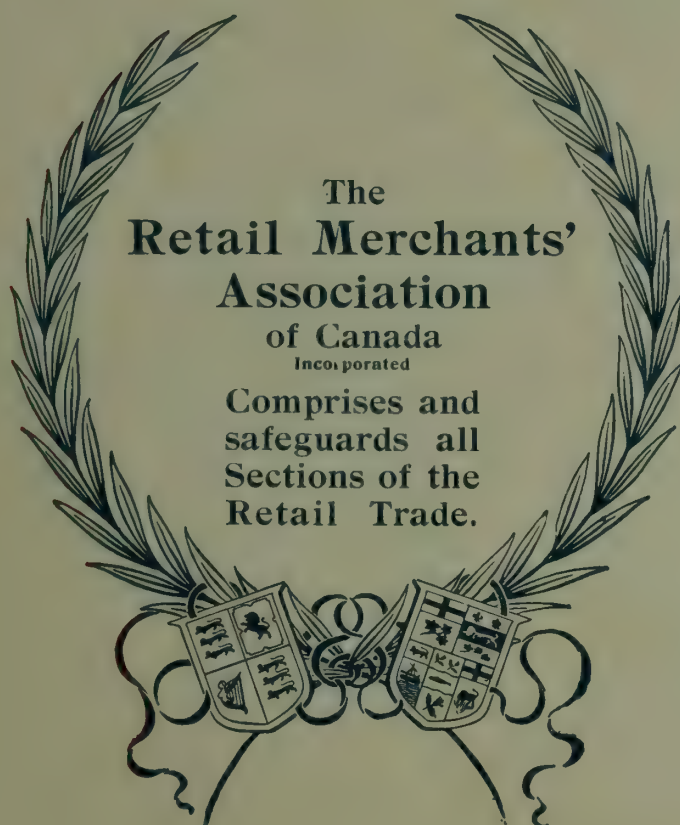
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Vol. 3

December, 1905

No. 12

All Retail Merchants United



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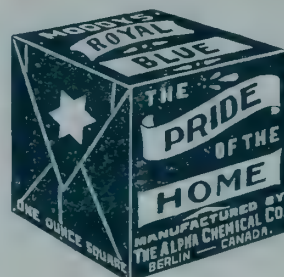
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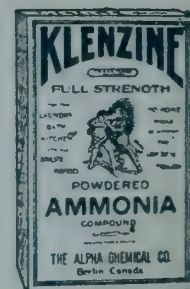
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Have you noticed the people who ask for Orange Meat? Are they not the ones whose judgment in purchasing goods of all kinds you would consider as being among the best of your customers? They buy it, because they recognize the fact that in Orange Meat they get the quality that is found only in the best goods.

Our sales in Ontario alone for the first six months of 1905 show an increase of 25 per cent. more than the first six months of 1904. This shows that quality counts. Do you get your portion of this increase in sales? You can get it if you go after it.

A pointer! Every time you sell 15c. goods at 2 packages for 25c. you rob yourself of the profits to which you are justly entitled. We want you to get all there is coming to you. This is why we got out the Jumbo package to sell for 25c. It contains more than twice the quantity of goods and you don't have to give away all of your profits.

It is a fact that a great many retailers are cutting out all other cereals of a similar nature and selling only the two sizes of Orange Meat. It does away with carrying so many goods in stock. The goods are fresher, their customers are satisfied, and the Grocer is better off at the end of the year. Why not try it yourself?

Yours very truly,



**THE FRONTENAC CEREAL CO., Limited**





THE MARK OF QUALITY

# To the Retail Merchants of Canada

We make and sell everything in Rubber.

In General Rubber Goods our line is more extensive than that produced by any other Rubber Company in the world.

When buying Rubber goods, insist on our product. Your own margin of profit will be safe—your customers will be entirely satisfied.

“Canadian” Rubbers—The Retailer handling our Rubber Footwear is supported by extensive advertising of the most aggressive and up-to-date character.

“Canadian” Rubbers always please—high quality, up-to-date fit and wear.

Look for our Trade Mark when buying your Rubber Goods. It's a protection.

## THE CANADIAN RUBBER CO. OF MONTREAL, Limited

Halifax. Montreal. Toronto. Winnipeg. Vancouver. ESTABLISHED FIFTY-ONE YEARS

### THE BALL FURNITURE CO., LIMITED

Wholesale Manufacturers of

Cobbler, Upholstered and Common and Fancy  
Wood Seat Chairs, Bedroom Suites, Sideboards,  
Extension Tables, Beds, Etc.

HANOVER - - ONTARIO

### “WEARWELL” BRAND RIBBED COTTON HOSE.

By paying all our attention to our two lines, we are enabled to turn out the best Cotton Hose on the market.

We are the exclusive users in Canada of a Patent Dye, which is sanitary, stainless and guaranteed perfectly fast.

We also make Worsted Hose, in 2 and 3 ply Imported Yarn.

MANUFACTURED BY

CLINTON KNITTING CO., CLINTON, ONT.

SOLD BY

THE RICHARD L. BAKER CO., 60 Yonge St., TORONTO

# Seaforth Milling Co.

## MILLERS AND GRAIN DEALERS

Correspondence  
Solicited

Seaforth, Ont., Canada

# MAPLE LEAF RUBBERS



THE MOST FASHIONABLE,  
COMFORTABLE AND  
RELIABLE RUBBERS MADE

THE  
**G. V. OBERHOLTZER CO.,**  
LIMITED,  
BERLIN, ONTARIO,

Manufacturers and Jobbers of

## Boots and Shoes.

WE MAKE SPLENDID WEARERS  
WE MAKE SPLENDID FITTERS  
In Standard Screw and McKay's

We show Attractive, Well-fitting,  
Up-to-date Goodyears and Turns

MAIL ORDERS RECEIVE SPECIAL ATTENTION

# STARCH.

FOR FAMILY USE

## IVORY GLOSS

IS THE CHOICE IN EVERY  
FIRST-CLASS HOUSEHOLD.

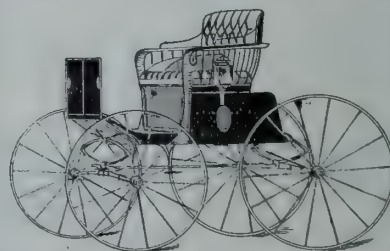
**St. Lawrence Starch Co.**  
MANUFACTURERS

**J. H. KENNEDY**

IMPORTER OF ALL THE LATEST DESIGNS IN FINE

## Carriages

HARNESS AND HORSE FURNISHINGS  
OF EVERY DESCRIPTION . . . . .



**The McLaughlin Carriage**

A SPECIALTY

ALL NEW WORK GUARANTEED

**567 Queen Street West, TORONTO**

Residence 76 Dominion St.

Telephone Main 1134



# THE Retail Merchants' Journal

OF CANADA

The Official Organ of

The Retail Merchants' Association of Canada

TORONTO, CANADA

DECEMBER, 1905

## A WOMAN SOUGHT JUSTICE, AND THE EQUITABLE LIFE WAS SHAKEN.

Mrs. Mary S. Young, by right of the possession of one share of stock, has brought the mighty Equitable corporation to the bar of a civil court to give an account to her of its misdeeds, and won the only solid victory yet recorded to the credit of the millions of victims of modern methods of insurance finance. She has chosen for her counsel Senator Edgar T. Brackett, known as the friend and adviser of nearly every man, woman and child in Saratoga County. Confronting Mrs. Young in the character of defendants are James W. Alexander, Alfred G. Vanderbilt, John Jacob Astor, Chauncey M. Depew, General Louis Fitzgerald, William A. Wheelock, Cornelius N. Bliss, Jacob H. Schiff, E. H. Harriman, James J. Hill, A. J. Cassatt, Levi P. Morton, Jefferson Coolidge, Brayton Ives, Henry C. Frick, John J. McCook, Melville E. Ingalls, Charles Stewart Smith, Valentine P. Snyder, C. Ledyard Blair, Marcellus Hartley Dodge, Joseph F. De Navarro, George J. Gould, Gage E. Tarbell, Robert T. Lincoln, John Sloane, S. M. Inman, T. T. Eckert, H. R. Winthrop, William C. Van Horne, Bradish Johnson, Alvin W. Krech, George H. Squire, Thomas D. Jordan and James H. Hyde. Tacked to the list of powerful names, representing in the aggregate about \$200,000,000, was the simple recommendation that the defendants should appear within twenty days to face the little widow, owner of one share of stock, worth \$3,000, and give an account of their stewardship. Mrs. Young made the first sensation of her career when, at eighteen, she married William K. Young, a war veteran, who had fought at Gettysburg with the 27th Regiment. With her husband's death eight years ago the care of two children fell to her lot, and in the early days of her widowhood her first thought was to see that they were protected. Her thoughts turn-

ed to life insurance, and, lured by the name of the great Equitable, she became one of the millions of humble policy-holders. Two years passed, and the policy has been supplemented by a share of Equitable stock. With the slow growth of the jealous squabbles between two rival factions into the storm which was to set the whole financial world by the ears, the mother arose in defence of her children. For the first time in a court of record, Mrs. Young forced the Equitable Society to publish the list of "dummy" directors. For the first time, through her, the world learned of the famous device by which Mr. Hyde nominally assigned five shares of the dummy members of the board of directors, and how the stock was returned to him with an irrevocable power to vote in any way he pleased. And finally Mrs. Young unearthed the story of the special train, the Lucillian suppers, the salary of \$20,000 a year paid to a French stenographer, and all charged to the account of the Equitable Life.—"Montreal Star."

\*\*\*

## LIFE INSURANCE PROBED BY MR. DOOLEY.

Straight Evidence of Some of Chief  
Witnesses—Mutual Method Ex-  
plained—Millions for Defence.

Mr. Dooley has been discussing the life insurance investigation and the witnesses.

"Nex" come Mither McGaul.

"Mither Hughes — 'Mither McGaul, in lookin' over ye'er books I find that most iv th' business iv ye'er comp'ny was bribin' Legisla-chures. Will ye have th' goodnes an' hardihood to explain?"

"Mither McGaul—'I'm glad to. Gentlemen, what ye so properly but coorsly call bribes was reely a fund fr the definse iv our counthry against its thraitrous inimies. Ye think I arne wan hundherd thousand a year invistin' th' money iv th' poor. Ye wrong me. That is a

job thousands iv men wud pay fr th' priv-leg iv doin'. Th' rake-off—but I digress. No, gentlemen, I dhrav me small but sufficient sti-pend as a pathrite. I am an expeerynced, up-to-date, skilled pathrite. I larned th' thrade as a boy. I love th' flag. I wud die fr it almost. Rather thin see it dishonored, I wud sacrifice ivry dollar in our treasury over an' above salaries, rint, fixed charges, commissions, inthret, an' cigar money. But I am no dhrreamer. I am a practical pathrite. I am no Caseybianca. I'm more like Wash-in'ton, Lincoln, an'—let us say—Ad-dicks. Does a vicious Legislachure seek to desthroy th' boolwarks iv our liberty, which is life insurance. We sind thim a bunch iv th' pathriotic leaflets issued be th' Treasury Department, an' they desist ontill their hotel bills comes due again.'

## Noble Spartan Band

"At Albany, at Harrisburg, at Springfield, at ivery cintre iv sedition I have a gallant little Spartan band stampn' out th' vipers. Th' comp'ny supplies the stamps. Whin th' Bryan craze ar-rose an' threatened th' very heart iv' our raypublic—th' dollar—who shtud between fair Columbya an' thim that wud despoil her? On'y me. McGaul, that's all. Onaded an' alone, without askin' a cint fr'm anny man, I wint at wanst to th' threasurer iv th' comp'ny. "Bill," says I, "have ye much money in th' dhrawer?" "A good deal," says he. "Does anny iv it belong to ye or me?" says I. "About five dollars," says he. "Thin," says I, "sind th' r-rest over to th' Raypublican Campaign Comity," I says. "The nation's honor must an' shall be presarved," says I. An gentlemen, th' joke iv it was that half th' money belonged to dimmycrats. Wasn't that a good wan, though? Haw, haw! There they were out West losin' their jobs an' havin' their morgedges foreclosed all fr love iv Bryan, an' here was their money down east fightin' again thim. They beat themselves. An' they didn't know it. 'Twas a noble joke. I can

## NOT IN THE COMBINE

We know we make good goods----  
and want to convince you that we do

## THAT'S WHY

We have prepared special  
EXPRESS SAMPLE SETS

These will prove conclusively all we claim for our papers

Write to-day, we prepay charges

MAKERS OF

**"The Menzie Line"**

TORONTO, CANADA

This Receipt  
Valuable to  
Cash Buyers

A 0.25

Claim our 5 per cent.  
discount on above  
amount in cash, or  
apply it on future pur-  
chases at any time at  
our store

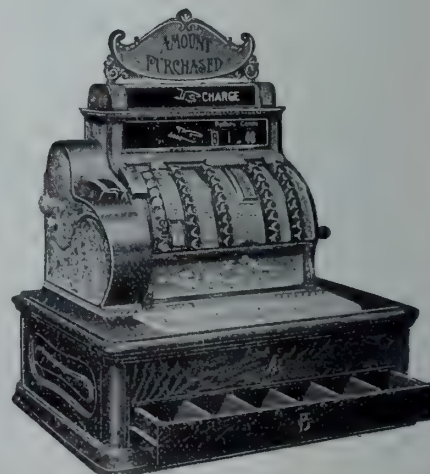
Main and First  
Streets

*Above wording is permis-  
sible under new trading  
stamp law.*

## The new law

which went into effect November 1 does not prevent the use of our *discount checks*. Our method of increasing *cash sales* has coupled with it an accurate system for handling transactions between customers and clerks.

Let us tell you how you can use our *discount checks*. Drop us a line and our representative will call and explain our system.



*National Cash Register Company*

129 King St., West

Toronto Ontario



hardly keep fr'm laughin' now to think iv it. An' ther ye ar-re. Gintlemen, on me sacred wurrud iv honor—what? That's the same as sayin' over th' left? Oh, very well.

#### Officers on Salary.

"An' he stepped down an' Misther McCurdle wint into th' dock or took th' stand, whichever ye like.

Misther Hughes—"Misther McCurdle, who are th' officers iv ye'er comp'ny?"

"McCurdle—"I am prisident, me oldest boy is first vice-prisident; me boy Percy is treasurer. Th' other officers ar-re Bill McCurdle, Mike McCurdle, Lucy McCurdle, Alick McCurdle, Dolly McCurdle, Erastus McCurdle, Si McCurdle, Daisy McCurdle, Emmiline McCurdle, Pet McCurdle, Uncle Jack McCurdle, Aunt Mary Ann McCurdle, Cousin Sam McCurdle, me son-in-law, me nephews, Baby McCurdle (not yet named), an' our ol' house dog, Towzer McCurdle. They have all been brought up in th' business. I've been careful about that. As soon as wan iv thim is weaned I place a toy rake-off in their hands an' teach thim to use it. Me youngest gran'child has th' pen-wiper privilege. Me Cousin Maria's babv boy sells pins to th' policy-holders to pin up their policies or take th' place iv buttons. An' so on. That is why it is called a mutual society. De catch th' idee?"

#### A Home Missionary.

"Misthur Hughes—"What d'ye do to arne ye'er salry iv wan hundred an' fifty thousand?"

"Misther McCurdle—"I don't arne it. I vote it."

"Misthur Hughes—"D'ye know anything about th' life insurance business?"

"Misthur McCurdle—"Divvle th' thing."

"Misthur Hughes—"How old ar-re ye?"

"Misthur McCurdle—"Ye'll have to ask th' actuary in th' comp'ny. An' annyhow I am not a life insurance man in th' ordhinry or common sense iv th' wurrud. I can hire men fr' fifteen dollars a week to be that, an' I'm going to cut them down to twelve. I'm a mission'ry."—F. P. Dunne in Collier's Weekly.

\*\*\*

#### FINE IMPOSED ON BELL TELEPHONE COMPANY IN SLOT MACHINE CASE.

#### Pay Telephones Held to be Slot Machines Operated in Violation of the City By-Law.

The judgment in the Bell Telephone slot machine case was given for the city of Montreal in the Recorder's Court by Mr. Recorder Weir. The action was taken by the city against the Telephone Company on October 12th last, charging them with having

for several weeks prior to that date, unlawfully had under its control in a certain licensed restaurant kept by Victor Lemay, at 89 St. James street, a certain slot machine or slot telephone, in which the public was allowed to drop money, the whole without license from the city and contrary to by-law 329, section 11.

The defendant met the action by a motion to suspend the case in the Recorder's Court till judgment had been given in the Superior Court for an action taken by the company asking for an annulment of the said by-law as ultra vires of the power of the City Council of Montreal. This motion was rejected on the ground that the right to attack the by-law of the city by direct action was prescribed by the lapse of three months from its coming into force. The case was then proceeded with in the Recorder's Court.

#### Ground of Judgment.

In his judgment Mr. Recorder Weir said:

"I shall first deal with the questions of facts involved. The contention that the defendant was not in control of the instrument and attached device in Lemay's restaurant was not seriously urged at the hearing, and as a matter of fact I find that the company do control them. But do they constitute a slot machine or slot telephone? The *modus operandi* is briefly this. A person desiring to telephone calls up the operator in the usual way, but before the operator completes the connection, the caller is asked to drop the required coin in the slot or opening; the dropping of the coin causes a bell in the box to ring which the operator can hear; being satisfied that the coin has been dropped, the operator instructs the caller to push lever and the connection is established.

"A slot machine may thus be described as a contrivance, more or less automatic containing a slit or slot for the deposit of metallic money with a view to obtaining thereupon some kind of service. Slot machines are of varied mechanism and supply various commodities, conveniences, and even amusements. Sometimes they are meters, as in the supply of gas or electricity, although defendant's device, contrary to its contention, is in no sense a meter. This latter point, however, is not material. The common characteristics of slot machines are that prepayment is essential to their operation and that thereupon the public indiscriminately may operate them. Defendant's slot telephones undoubtedly possess these characteristics. I conclude, therefore, that defendant's prepayment telephones are slot machines beyond reasonable question.

"I accordingly declare defendant guilty under the by-law, and impose a fine of \$10 and costs, to be levied in default of payment by distress in due course."

#### A SPLENDID SHOWING.

The Retail Merchants' Mutual Fire Insurance Company, of Philadelphia, monthly report shows insurance in force amounting to \$1,874,567.10. Cash in treasury and invested, \$9,438.85. No unpaid losses and no assessments since organization. Secretary Howes in his report, quotes that eminent authority, Mr. Edward Atkinson, as follows:

"The danger point in starting a mutual company is at the beginning, when the annual premium may be exhausted by a single total loss. When the company has reached an annual premium equal to two total losses, it has got a much safer position; and when, under conservative and careful management, it has secured an annual premium equal to three total losses of three separate risks, it is safely established, and may then go on writing larger and larger lines and increasing its annual income to four total losses of single risks. Under conditions of annual income equal to three or four total losses of single risks one company may as safely write one hundred thousand dollars on one risk as it had heretofore written ten thousand dollars. We are now safely established."

What others are doing we may do.

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#### RAID ON SLOT MACHINES. Six of Them Seized and Confiscated at Quebec.

The Quebec police authorities are determined to blot out the slot machines in that city, which are considered one of the worst and most demoralizing gambling devices ever manufactured to rob the unwary public. A few nights ago the police raided all the city hotels and saloons. Six machines were captured and in the police court each of the hotel men was fined \$200 and the machines and money found in them confiscated. Judge Chauveau, in giving his decision, said in future he would send any and every person caught with a slot machine to prison, without the option of a fine.

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#### \$6,000,000 STATION.

The Grand Trunk Railway Company has given the Railway Commission to understand that it will erect a new passenger depot in Montreal, with elevated tracks leading thereto. The intended station site is on the north side of St. James street, opposite Bonaventure Depot, and it is understood that negotiations are now in progress for the purchase of the land.

The plan of improvements involves an outlay of about six million dollars. The Bonaventure Station yards will probably be utilized as freight terminals. The intention is to have four tracks on the elevated level from the new passenger depot out almost to Lachine.

## Hamburg Felt Boot Co.

New Hamburg, Ont. Limited

### HIGH GRADE FOOTWEAR

We manufacture all kinds of  
**Felt Boots and  
Shoes and All-  
Wool Lumber-  
men's Knitted  
and Felt Socks**

ABSOLUTE SATISFAC-  
TION in knowing that when  
you buy the HAMBURG Felt  
Boots you have the BEST  
GOODS MADE . . . .

Write us for samples and prices. We have JUST WHAT  
YOU HAVE BEEN LOOKING FOR. We sell direct  
from our factory, and give you PROMPT SHIPMENT.



## JAMS, JELLIES, PRESERVES,

PURE and  
UNADULTERATED

Equal to the best English  
or Scotch imported, and  
at some 25 to 50 per  
cent. less.

Manufactured  
and for sale by

## E. D. SMITH

FRUIT GROWER AND SHIPPER,

**WINONA, ONTARIO.**

Also High-Class Nursery Stock, both Fruit and Ornamental.

## "Maltese Cross" and "Lion" Rubber Heels

Just soft enough to give  
the most comfort

Just hard enough to give  
the most wear

MANUFACTURED SOLELY BY

**The Gutta Percha and Rubber Mfg. Co.  
of Toronto, Limited**

HEAD OFFICES:

**47 Yonge St.,**

**TORONTO, Can.**

Branches

MONTREAL  
WINNIPEG  
VANCOUVER

## Pot Barley Pearl Barley Pure Barley Feed

WRITE US FOR QUOTATIONS.

Our New Mill is now  
running. It is better  
and larger than the old  
mill burned in Novem-  
ber 1904. The Plant  
and Machinery are the  
latest improved.

OUR GOODS WILL SATISFY YOUR CUSTOMERS

**John Mackay Co., Ltd.**  
BOWMANVILLE, ONT.



The  
**Retail Merchants'  
Journal**  
of Canada

THE OFFICIAL ORGAN  
of  
**The Retail Merchants'  
Association of Canada**  
(INCORPORATED)

✱  
"All Retail Merchants United"  
✱

PRICE, \$2.00 PER ANNUM,  
IN ADVANCE

Correspondence is invited, but we do not hold ourselves responsible for the statements or opinions of those using our columns.

Copy for change of advertisements must be sent to the office, 21 Richmond St. West, Phone M. 2316, not later than the 1st of each month.

Secretary and Editor, E. M. TROWERN  
21 Richmond St. West, - - Toronto

Treasurer, J. A. BEAUDRY,  
88 St. Denis St., - - - - Montreal

DECEMBER, 1905

## WHAT THE NEW TRADING STAMP ACT MEANS.

We have received a large number of enquiries from firms from all parts of Canada asking us to explain to them the exact position of the new Trading Stamp Act. Under the new Act all tickets, coupons, cash register checks, or other similar devices must bear upon their face the name of the merchant who issues them, the address, and their cash or mercantable value, for instance:

**JOHN JONES & CO.**

709 King St.

HAMILTON, ONT.

Value One Cent in Cash or  
Merchandise.

Any conditions, such as "When you receive fifty of these tickets,

or coupons, you are entitled to a silver spoon," or any other article, or amount, all such conditions are of no value. The coupons or tickets must bear upon their face their value, and they can be redeemed at any time by any person who presents them in payment for any article of merchandise in your store. They can not be redeemed by any one else at any other place, only at the place where the address is mentioned. Any merchant who refuses to redeem any coupon or ticket that he issues at any time, for any amount, is guilty of a violation of the Criminal Code, and can be proceeded against at once. The object is to prevent merchants holding out promises that they will give certain articles worth a certain amount, after a customer has purchased a given amount of goods, and when the customer has carried out the agreement they find that the merchant, or trading stamp company, produce or offer articles for redemption, away below the value represented.

Under the new law if a merchant offers to give a discount, he must do so at the time by putting his name and address and the amount on the coupon or ticket, and the customer who gets them can come in at any time and offer them as cash for any article the merchant may have in his store. Some clothing merchants have been issuing coupons in the past and redeeming them with cheap furniture and bric-a-brac, etc., after the customer has secured a given number, and only when they produce that given number. This system can not be continued now. Customers can bring in the coupons or tickets and present them as cash on any purchase of clothing at any time and the merchant must accept them.

This same rule applies to all articles, and we consider that no fair minded merchant can find any fault with the new law. Our Association is vigorously enforcing every violation, and we shall be pleased to hear from any member or merchant who has any complaint to make in his locality.

## THE HAND OF THE PARTY POLITICIAN.

The resignation of the license commissioners for the city of Toronto shows that the spirit of independence is increasing, and that the dictation of party politicians will not be tolerated. This is as it should be. Canada will never reach the position she should occupy until party politics are abolished, and all interests are harmoniously centred on one common cause, the upbuilding of our manufacturing, commercial and industrial enterprises. This cannot be properly done by party conflict and party strife. Considerable satisfaction was expressed at the appointment of the recently resigned commissioners, and the public felt that the license law would be properly administered. Their resignation was therefore a surprise, and caused general feelings of regret. Their actions, however, are generally approved of, and it has given notice, that will perhaps check the zeal of the wire pulling politician, and strengthen the hands of the newly-appointed commissioners. One thing we feel quite certain of, the chairman, Mr. W. K. McNaught, will not be influenced by any "inner circle," as his past record has proven him to be a man who will "hew to the line, let the chips fall where they may," and both the temperance and liquor interests will be led to understand that they will receive no favors beyond those "specified in the bond."

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## A WORD ABOUT OURSELVES

The current issue of the "Retail Merchants' Journal" comes to hand, replete with a diversity of subjects that concern every progressive merchant in Canada. With each issue the official organ improves its scope and character. We like the tone of the journal. Aside from its official functions, it breathes an air of loyalty and patriotism in the great work it undertakes. One can easily see that it is not in the stereotyped trade journal class of magazine with their fulsome flatteries and patronizing editorials. The "Retail Merchants' Journal" is edited with the object of accomplishing a work for the retail merchant that no other publication is doing. We wish it immense success.—"Southampton Beacon."

## THE ROCHESTER LAMP CO.

Call attention to their large stock of

**Oil and Gas Lamps, Glass Shades,  
Chimneys, Burners, Etc.**

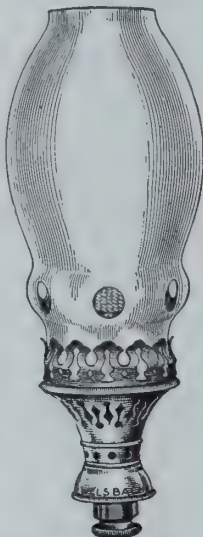
If you want the best  
selling Gas Lamp  
write us for either

**The Welsbach,  
No. 71.**

**The Lindsay,  
No. 5.**

OR

**The Wieduhold**



We also have a full  
line of the cheaper  
Lamps and Mantles  
at very low  
prices.

If you are in the line  
for Gas Fixtures send  
for our Catalogue and  
Prices. To be had  
for the asking.

**THE ROCHESTER LAMP CO.**  
109 CHURCH ST. - - - TORONTO

We Solicit Comparison

## W. H. Snyder Pianos

They are appreciated by cultivated musicians  
and are the preferred instruments in musical circles.  
Any person with musical proclivities can readily  
understand, that

### Trueness of Tone

is absolutely necessary to the preservation of correct  
musical taste.

### The Snyder

is the highest grade piano made, and is the constant  
choice of the leading masters.

Sold on easy payments. Write us for catalogue  
and prices.

**W. H. Snyder & Co.**

Berlin, = Ontario

Waterloo cars pass our door.

**3 — GOOD —  
SELLERS**

**BREAKFAST CEREALS  
BEAVER OATS .  
SWISS FOOD . .**

MERCHANTS CAN SAFELY RECOMMEND  
ANY OF THE ABOVE. MADE UNDER  
NEW AND IMPROVED PROCESS.

**CLEAN—ABSOLUTELY PURE—NO HULLS.**

**GOLD MEDAL**

AT "WORLD'S FAIR."

**MUST BE GOOD OR NO MEDAL.**

**NOTHING BETTER.  
KEEP WELL STOCKED.**

**P. McINTOSH & SON**  
TORONTO, CANADA



**ONEIDA**  
COMMUNITY'S  
WELDLESS  
*Cow Ties.*

ILLUSTRATION  
SHOWS THE

**NIAGARA**  
WIRE LINK  
OPEN RING TYPE

**ALSO MADE IN CLOSED RING, THREE  
CHAIN and DOMINION (or "Short") TYPES.**

ONEIDA COMMUNITY COW TIES CAN BE  
HAD OF ALL THE LEADING JOBBERS.  
WE INVITE CORRESPONDENCE WHERE  
ANY DIFFICULTY IS EXPERIENCED IN  
OBTAINING OUR GOODS.

**ONEIDA COMMUNITY, LIMITED,**  
NIAGARA FALLS, ONT.



## TRADE COMBINES BEING MEASURED BY THE LAW

The recent investigation by the Crown Attorney of Toronto, into the methods adopted by the Master Plumbers' Co-Operative Association, has perhaps caused more public comment on trade combinations than any other similar event that has taken place in Canada for some years. Apart from the recent disclosures, the public have always had a latent feeling of prejudice, and an abhorrence to pay plumbing bills, whether "they were too little or too much," and the investigation has by no means improved the condition of the public pulse.

The newspapers have of course taken full advantage of the situation, and have not neglected to add fuel to the fire, and everywhere hands are being held up in horror and amazement, at the complete circle the Master Plumbers seem to have woven around every plumbing job, not only in the city of Toronto, but apparently all over the province as well. And through their combination they have seemingly succeeded in making poor or rich, private individual or city corporation, pay them tribute, according to the decision of their "committee." It is not necessary for us to enter into the details of how they accomplished it, or why they continued it, or whether they knew they were violating the Criminal Code or not, it is sufficient for our purpose to state that they have already admitted that they went beyond the limit provided by the law, and they are consequently law-breakers. Close upon this investigation the methods of other trade associations are being closely looked into and consequently the actions of all Associations will naturally be brought by some into consideration, and perhaps be suspected. And this is where care and good judgment must be exercised, or the public mind may rush from one extreme to the other, and the result is liable to bring injury on

the innocent as well as on the guilty. All combinations that are formed for the purpose of extortion, or destruction, by unfair competition, are demoralizing, and injurious, and they certainly should be controlled by good laws, but we must be careful not to condemn in one what we allow in another, or rush unthinkingly at all organizations and associations, and place them all in the same class. There are bad apples on nearly every tree, and one must not be taken as an index of the whole. We must be pardoned for referring here to ourselves, but it has always been one of the strongest planks in our Association platform that we ask nothing for our members that we would not grant to every non-member. When we defend the rights of our members we are also assisting and defending every retail merchant in Canada, whether he is a member or not. An Association that aims to have a permanent existence must be built upon the bed rock of equity, justice, and fairplay, and the principles for which it stands must be able to bear the test of private or public investigation. We contend that the great development of the spirit of commercial organization that has taken place during the past few years is an evidence that man is recognizing more and more the truthfulness of the statement that "he is his brother's keeper," and that before good commercial laws can be placed upon the statute books that will uplift our present trade conditions, we must get together in an association and form a solid body of active business men, such as our Association is endeavoring to accomplish. One important principle that we have been advocating for years is the one price system, or in other words, the contract plan, a plan whereby staple articles that bear a universal price, fixed by the manufacturer, shall be sold at that price by every retail dealer,

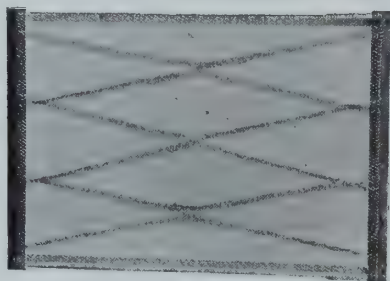
all over the Province or Dominion. We contend that if an article is worth twenty-five, or fifty cents, and is marked to sell retail at that price, that that price should be maintained by all alike. The principle that underlies this plan is a just one, and it will therefore stand the test of public or private enquiry. Competition that is devoted to the development of excellence of quality or service, is fair competition, but competition that is devoted to price demoralization has its reflex influence from the consumer all along the line down to the working classes who made it, and it is destructive and vicious in its tendency. Unfair price competition among retailers has forced many lines of good goods off the market, and compelled many manufacturers to reduce the wages of their workmen, or discontinue their operations.

Foreign goods imported from abroad which bear a living profit, and which have a different pattern are more acceptable to the retail trade, than "Made in Canada" goods, that are slaughtered on the altar of every department store or price cutting shop in the land. The one price system for staple goods is the problem of the future, because it equalizes labor's value and because it is eminently fair for all alike. The unfair competitive system is fast passing away, and during its abolition it behooves us as retail merchants to carefully guard our interests so that laws will not be placed upon our statute books by men who are unfamiliar with the natural laws of commerce, and who will restrict the normal development, and thus hinder the incoming of the new era.

If it is reasonable that lawyers and solicitors should form themselves into a society, and prohibit the ordinary layman from practising law and arrange a schedule of prices among themselves, and have a taxing master



THE  
**ELMIRA SPRING BED  
 AND MATTRESS CO.,**  
 ELMIRA, ONTARIO.

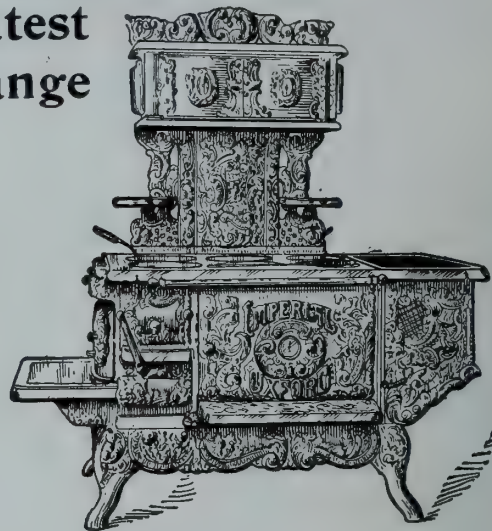


WHOLESALE MANUFACTURERS OF ALL KINDS OF

Bed Springs and Mattresses,  
 Wool and Feather Pillows.

WRITE US.

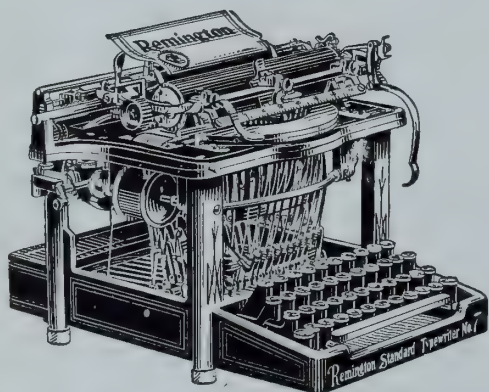
**Gurney's  
 Latest  
 Range**



**The Imperial Oxford**

Is the Most Up-to-date Range on the Market and the Most Economical Fuel Saver with Defusing Oven Flue, Draw Out Oven Racks and Grate Draw Out in front. Sold at

**GURNEY'S, 231 Yonge St. and 287 College St.**



**A Remington  
 Typewriter**

Is just as essential to the Retailer as a Cash Register.

THE ONE IS A BUSINESS GETTER.

THE OTHER, A BUSINESS CHECKER.

Our new FREE booklet, "How to Build up Trade," is brimful of interest to YOU, and is yours for the asking.

**Remington Typewriter Co.,**  
 Limited,  
 TORONTO, ONTARIO.

**Trade  
 Bringers**

**The Leader  
 Barrel  
 Churn**



New Model (Style "E.")  
 Angle, Steel Frame, Bicycle  
 Ball Bearings, Hand and  
 Foot Combination Drive,  
 quickly detachable from Bar-  
 rel. Spring attachment to  
 treadle, giving an easy and  
 elastic motion.

**The New Century  
 (Ball Bearing)  
 Washing  
 Machine**

Has been on the Canadian market  
 about three years.

It has been said that: "The memory  
 of equality lasts long after the price  
 has been forgotten."

This applies to the New Century  
 most emphatically.

It is built to satisfy, and it does  
 satisfy both the dealer and user.



**The Dowsell Manufacturing Co., Ltd.,**  
 HAMILTON, CANADA.



to fix the price, is it not also reasonable to expect that the producers of useful articles would follow the same course? We must be consistent, reasonable and careful, and not decide that because the plumbers acted unwisely that all associations should be placed in the same class.

Bad and all as the condemnation of the plumbers may be, for acting in unison and even in extortion, yet had all the plumbers and all the supply men in the city of Toronto, or in the Province of Ontario formed a joint stock company, similar to the Standard Oil Co., with an enormous capital stock, and secured a Government charter and controlled all the avenues of their trade, they would have been able to have done legitimately what they have now been charged with individually, as having done criminally. This is an evidence of the inconsistency of present conditions, and it demonstrates more fully the necessity of having as many business men as possible in our legislatures so as to keep a constant eye on the rights of the individual as against the over-reaching demands of unfair conditions for corporations. The coming commercial changes and the present need for careful watchfulness of those who are investigating problems, the detail of which they are unfamiliar with, makes it more than ever necessary that retail merchants should stand together in organized form, so as to cope with coming events, and see that their interests are fully protected.

What the Government allows, and what the Government does, must not be condemned in the individual or in an association of individuals. The Dominion Government to-day charges one cent each for the delivery of circulars providing the envelopes are left open. They charge two cents each for the delivery of sealed letters, and if private individuals attempted to enter into competition and do the same work for half a cent each, which we are told they could be delivered for in Toronto, the Government would immediately prevent them.

They say that they must protect their interests, and in order

to do that they having the power, absolutely prohibit competition. If it is necessary for the Government to regulate competition in an article of which they have the exclusive control, how much more necessary is it that some reasonable control should be exercised in staple commodities, out of which hundreds of thousands of people are obtaining their daily bread. This is a subject that is worthy of the highest thought of the best trained commercial minds of the nation.

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### SEVEN HUNDRED DOLLARS EXEMPTION ON DWELLING HOUSES.

At the municipal elections of the city of Toronto held on January 2nd, 1905, the following question was submitted to the electors:

"Are you in favor of the city obtaining power from the Legislature to exempt dwelling houses from taxation to the extent of \$700 of the assessed value, said exemptions to include all buildings used as dwellings, but not to apply to the land, and not in any way to affect the right to vote on said properties?" The electors of the city of Toronto at the said election voted upon the said question as follows:—

Yes ..... 15,897

No ..... 8,219

giving a majority in the affirmative of 7,678.

The Legislative Committee, of which Ald. J. J. Graham is chairman, have recommended the Toronto City Council to ask the Ontario Provincial Legislature at the next session for an amendment to the Municipal Act, to put into effect the above proposition. This is a sample of the legislation that finds its way into the Toronto City Council just at the close of the year, when weak-kneed aldermen who are seeking re-election, will bow to the dictates of a class who are ever present in the name of reform. It will be noticed that the total vote represented a very small proportion of the electors of the city, and it is only natural that a majority would vote in favor of a proposal that would relieve them from taxation, no mat-

ter on whom they would place the burden.

The average voter will always vote in favor of any proposition that will throw the burden of the expense of the community on some one else beside himself. It is the duty of the city council to see that fairness and equality is upheld and not to shirk important subjects in order to secure favor with the electorate, and because of this we have always strongly opposed the granting of a charter for the city of Toronto by the Legislature. We feel perfectly certain that the city's interests will always be far better safe-guarded by members of Parliament than they will be by local men who are afraid to express their convictions for fear of losing some votes. Our Association opposed this measure the last time it was introduced, and we shall certainly oppose it again.

If exemptions are granted on dwellings, the burden will be placed on the business property, and as retail merchants are the largest tax payers, their taxation will be largely increased, and if that happens, they will be compelled to increase the cost of living, and the result will only be the placing of more money into the pockets of the landlords, and taking it out of the merchants and working classes. In our opinion there should be no exemptions, and every one should be placed on the same basis, and this is the only way to secure equality and fair-play in any community. We shall vigorously oppose this exemption proposal, and we feel certain that the members of the Ontario Legislature will never grant the city of Toronto their unjust request.

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—Urge your own spontaneous thought against all prudential considerations, and the world will believe in you—or hate you; the difference is small.

With the introduction of the one-price system, and the gradually growing conviction that honesty is an asset, and pretence a maturing liability; we behold light at the end of the tunnel.—Philistine.



## A SIDE LIGHT ON THE QUEBEC LICENSE LAW.

A close examination of the Quebec License Law, of which so much comment has been made by Boards of Trades and other organized bodies of manufacturers, as well as by some portions of the press, will reveal the fact that the law has not been generally understood. We published it in full in our last issue, and those who read it would have found that its chief aim is to license commercial travellers who do not reside in the Province of Quebec, and who represent firms or corporations who have no place of business in Canada. In other words, it means that the transient commercial man who wanders into the Province of Quebec to sell goods for manufacturers or wholesale houses who are located in the United States or Europe, and who is possibly the forerunner of a great big dump that requires to be unloaded from some foreign country, that he must pay a substantial tax before he can do so.

If manufacturers believe that a dumping clause is necessary, and a high tariff is their salvation, we can scarcely understand why they should object to tax the promoter who assists in making dumping clauses and high tariffs necessary. To our mind they seem to be very closely related, and the tax seems to be pretty good evidence that our Quebec legislators are not very anxious to have the shelves of the retail merchants loaded up with foreign goods to the exclusion of Canadian made articles. If the tax has the effect of increasing our home manufactures, and building up our Canadian market, which they claim is the reason for its application, we will soon have those who now abuse the Quebec license law, turning around and calling it blessed. It all depends upon your view point.

The Montreal Board of Trade strenuously objects to the tax. The Montreal Chamber of Commerce does not object to the tax, they think that the object of the tax is all right, only the amount should be less. The Quebec Government believe the tax is a proper one, and from all reports they do not intend to repeal it. The party politicians on both sides have agreed that tariffs and licen-

ses are necessary in order to build up Canada, and it will now be interesting to see with what consistency they will deal with the Quebec License Law. The Retail Merchant can afford to look on at the outcome undisturbed, as it will not in any way affect him.

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## THEFTS IN DEPARTMENTAL STORES.

We are constantly reading of persons being arrested in the departmental stores of the city of Toronto for theft, and the city detectives seem to be constantly on hand for that purpose. There are two reasons for this; first the goods in department stores are very carelessly displayed, and secondly, the host of inexperienced and careless clerks make it quite possible for those so inclined to steal to do so, and it also places temptation in the way of some who have always borne good characters, but who are not strong enough to resist the multitude of articles they see and which they may sadly need. In order to protect this class, it is the duty of the Police Commissioners to notify the owners of these department stores that they must protect their goods better and insist that their uneducated clerks keep a closer watch on the goods they display. There are more cases of theft in departmental stores, and the city is put to more expense prosecuting persons arrested in these places than in all the retail stores in the city of Toronto put together, and yet we have to help to pay the expense thus created out of our taxation. This is not as it should be, and if such instructions were given it would save many weak-minded women and youths from having their character ruined for life, and save a lot of sorrow that is inflicted on many homes. We hope some one will make a move in the right direction.

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## QUEBEC CABINET DISCUSSED FOREIGN TRAVELLERS' TAX.

The Provincial Cabinet met at the offices on St. Gabriel Street, Montreal, on November 30th. The ministers were all in attendance, viz., Hon. Lomer Gouin, Hon. A. Turgeon, Hon. J. C. McCorkill, Hon. Auguste

Tessier, Hon. Rodolphe Roy, Hon. Jules Allard, Hon. J. B. Prevost.

The joint delegations of the Board of Trade, Chambre de Commerce and British Agents' Association were in attendance shortly before noon, and met the Provincial Treasurer, Hon. J. C. McCorkill, and the Premier, Hon. Lomer Gouin. The delegates representing the Board of Trade were Messrs. George Caverhill, George B. Fraser, Thomas Brophy, A. C. Leslie and George Hadrill, secretary. The Chambre de Commerce was represented by Messrs. A. V. Roy, Comte de Sieyes, C. H. Catelli, J. P. Mullarkey, Joseph Fortier, M. Laurencelle, and Joseph Hains, secretary. The British Agents' Association was represented by Messrs. Robert Henderson and J. H. Shaw.

The delegates laid their views on the taxation of extra-provincial joint stock companies and corporations and commercial travellers from outside Canada. The Chambre de Commerce did not go so far as some of the other bodies in its opposition to the commercial travellers' tax. The delegates of that body made it clear that they believe in the principle of such taxation, but they expressed the view that the tax at present imposed was somewhat too high, and, therefore calculated to impede business.

The reply to the delegation was to the effect that the Cabinet was absolutely determined to stand fast by the principle of this taxation, believing that it protected the interests of business people in this province, while at the same time it provided revenue, of which the province was urgently in need.

The Provincial Treasurer further stated that while the Government would not even entertain the idea of the abrogation of that tax, he was quite prepared to receive, and would welcome, suggestions from the bodies represented with regard to its pressing unduly in particular quarters.

Some of the members of the deputation, while disappointed at the failure of the efforts to secure any promise of the repeal of the law in question, expressed satisfaction at the definiteness of the replies of the Premier and the Provincial Treasurer.

## License Transfers.

A joint delegation of the Licensed Victuallers and the Grocers' Section of The Retail Merchants' Association called to urge the expediency of reducing the rates of transfers of licenses. At the present time, the licensee who transfers his license after three years' enjoyment of it must pay fifty per cent. of the license fee; between one year and three, the fee is one hundred per cent.; while the license holder who wishes to transfer under a year must pay three hundred per cent., as a transfer tax. The grocers wish the old rate of \$55 for a transfer to be reimposed while the restaurant keepers are willing to pay \$100 for such transfers.

Mr. N. Blondin, president of the Licensed Victuallers, Mr. Placide Daoust, president of the Grocers', Ald. L. A. Lapointe, and Mr. F. X. St. Charles were among the delegates.

The Ministers promised to look into the matter.



# MAGNIFICENT BANQUET GIVEN BY MONTREAL BRANCH

## TO HON. HONORE GERVAIS, M.P.

The Retail Merchants' Association of Canada (Montreal Branch) gave a banquet at the Place Viger Hotel on the evening of November 29th to Mr. Honore Gervais, member of Parliament for St. James, Montreal, as a testimonial of their gratitude to him for his strong and successful efforts in assisting to bring about the prohibition of trading stamps. The banquet was a most successful one, and was attended by more than two hundred and fifty members of the Association from all parts of the province, and by prominent men in political and commercial life.

At the table of honor were, among others: Mr. H. Gervais, M.P., for St. James; Hon. J. I. Tarte, Hon. Lomer Gouin, Hon. Senator H. J. Cloran, Hon. Senator W. Mitchell, Messrs. J. E. Leonard and Bureau, M.P.'s; G. Langlois, M.L.A.; J. S. Watson, President Montreal Branch; D. Lorne McGibbon, President Canadian Rubber Shoe Association; E. M. Trowern, Dominion Secretary, representing the Ontario Association; Ald. Lasallee, J. Catelli, and J. A. Beaudry, Dominion Treasurer.

When the toast to His Majesty had been honored and "God Save the King" sung in a very enthusiastic fashion, letters of regret were read from a number of prominent people who had found themselves unable to accept the invitation of the Association, among them being Sir Wilfrid Laurier, Hon. R. Prefontaine, Hon. R. Lemieux and Hon. Senator L. O. David, E. G. Porter, M.P., F. D. Monk, M.P., A. E. Kemp, M.P., Senator J. K. Kerr, Past Ontario Provincial President; John Hargreaves, Dominion President; A. L. Geen, William Dineen, Treasurer Toronto Branch; S. Corrigan, President Toronto Branch; John Willmot, Past President Toronto Branch; W. B. Rogers, Past President Toronto Branch.

### Thanked Mr. Gervais.

The provincial president, Mr. J. O. Gareau, then rose to propose the health of the guest of the evening. When Mr. Gervais' name was pronounced the enthusiasm for a few moments was extreme. Napkins were waved and "He's a Jolly Good Fellow," sung with a verve and spirit that showed the popularity of Mr. Gervais with the banqueters. The president then thanked the member for St. James for what he had done to bring about the abolition of the trading stamp nuisance, the history of which he proceeded to briefly survey. They were introduced, he said, about three years ago, and owing to the extent to which they were advertised, the use of them soon grew to be almost universal, and its evil results to be deeply felt. They were a decided hamper on trade, but the demand for them was so great that the

merchants could not dispense with them so long as they were being issued. They tried to have their use prohibited by the Government, but at first their efforts were unsuccessful, until they finally enlisted in the attempt all the retail merchants of the Dominion. Mr. Gervais took on himself the burden of presenting the bill, and it was largely to his disinterested efforts that it was passed. It was for this reason that all the retail merchants of the country were grateful to Mr. Gervais, and gave this banquet as a token of their feelings.

### Mr. Gervais' Reply.

When Mr. Gervais rose to reply there was round after round of cheering, and it was some time before he could make himself heard. He began his speech by modestly deprecating the enthusiastic praise which had been bestowed on him, stating that he had done only what any other public man would do, and that all the credit for the passing of the bill was due to Sir Wilfrid Laurier, who promised the large and influential deputations of retail merchants who waited upon him that he would give them his assistance, and he kept his word. The good results which had followed the organized action of the retail merchants then led him to speak of the necessity for continued co-operation among them for the general improvement of trade conditions. He also advised them to study political economy and sociology in order that they might have a more thorough knowledge of their position in the community and of the forces which

### Scientific Commerce.

"The merchant of to-day," he said, "and especially the merchant of tomorrow, has to deal with a commerce which is carried on on scientific lines. He ought, therefore, to prepare himself for its problems and difficulties by careful study of its principles in order that he may bring to his aid all the accumulated results of scientific research.

"He ought to be fully acquainted with the problems and tendencies of the day in order that he may take in them the prominent part which it is his right and his duty to assume."

The speaker then went on to describe the work being done by commercial associations in other lands, and concluded by stating that he regarded such associations as that of The Retail Merchants' Association of Canada as a step towards Canada taking in the world of commerce the position which is her proper due.

### Independence of Senate.

When the applause which followed Mr. Gervais' speech had subsided, Hon. William Mitchell proposed the health of the Senate in a few words. He was followed by Senator Cloran,

who paid a warm tribute of praise to the zeal and ability of Mr. Gervais. In discussing the Senate, he proclaimed the complete independence of that body. His account of his labors for the oppressed created great enthusiasm.

The Hon. J. Israel Tarte also addressed the gathering, advising his compatriots to secure a good education, to be sober, tolerant and industrious. He said that the west was rapidly filling up, and the time was near when French-Canadians would have to oppose quality to quantity. He also spoke of the great power of the public press, which he declared was one of the greatest means of arousing the people to a sense of their needs and of showing them how these needs were to be satisfied.

"The House of Commons" was responded to by Messrs. Leonard, of Laval, and J. Bureau, of Three Rivers and St. Maurice.

"The Quebec Legislature" was replied to in an able speech by Hon. Mr. Gouin, Premier of Quebec, and Mr. Langlois.

"The City of Montreal" was ably responded to by Ald. Lasallee and President J. S. Watson, and "Commerce" by D. Lorne McGibbon, director of the Canadian Rubber Co.

"Ontario" and "The Retail Merchants' Association of Canada" by E. M. Trowern and M. Coutant, chairman Drug Section, Montreal Branch.

A hearty vote of thanks, which was enthusiastically drunk, was proposed to Secretary J. A. Beaudry for his devotion and energy in bringing to a successful issue a banquet which will be long remembered by the retail merchants of the Province of Quebec.

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### ABRAHAM LINCOLN'S HONESTY.

#### Conditions in His Home Town Make His Nickname Remarkable.

It is a significant fact that in a community where crime was virtually unknown, where plain, straightforward dealing was assumed as a matter of course, and credit was fearlessly asked and given, Lincoln won an enviable reputation for integrity and honor. In a moral atmosphere of this sort ordinary veracity and fairness attracted no particular attention. Honesty was not merely the best policy; it was the rule of life, and people were expected to be upright and just with one another. But when a clerk in a country store walked miles to deliver a few ounces of tea innocently withheld from a customer by an error in the scales, and when he made a long, hard trip in order to return a few cents accidentally overpaid him, he was talked about, and the fact is that "Honest Abe" was a tribute, not a nickname.—Century.

## ALL LEADING GROCERS

BUY THE

# Peacock

## Brand of Wines

BECAUSE THE QUALITY IS ALWAYS THE FINEST, AND CONSUMERS WHO ORDER ONCE, ALWAYS ASK FOR PEACOCK BRAND.

### PURE, UNFERMENTED, WHOLESOME.

MADE FROM CANADIAN FRUIT.

**FLAVORS**—GRAPE, RED CHERRY, BLACK CHERRY, STRAWBERRY, RASPBERRY, GINGER, TOKAY. - - - - -

Put up in cases of one dozen.

Ask your Wholesaler for these goods.

## BATES MANUFACTURING CO.,

LIMITED

9-11 Francis St. TORONTO, CAN.

## MADE IN CANADA

TRADE **B** MARK

**B** SUSPENDERS ARE A PLEASURE TO SELL. THE MERCHANT KNOWS THAT HE IS GIVING HIS CUSTOMER THE BEST MATERIAL AND BEST WORKMANSHIP POSSIBLE.

ALL GOODS AT **\$4.00** AND UPWARDS ARE GUARANTEED. WE HAVE GOODS AT ALL PRICES, AND EVERY PRICE IS RIGHT, REPRESENTING GOODS THAT ARE UNMATCHED.

WE SOLICIT YOUR ORDERS.

WE SHIP PROMPTLY.

THE

## BERLIN SUSPENDER & BUTTON CO.

Manufacturers, BERLIN, ONT.



The healthy growth of this Company may be seen by a comparison of the following figures for decennial periods :

Year	Payment to Policy-holders	Assets	Surplus	Assurance in Force
1874	\$ 5,854	\$ 33,721	\$ 4,293	\$856,500
1884	66,073	652,661	47,223	7,835,900
1894	301,681	2,866,559	277,647	18,767,698
1904	524,615	8,220,530	772,072	40,476,970

Extract from the President's Annual Address, March 2, 1905.

The indications are that the present year will be the best in the history of the Company.

ROBERT MELVIN, President. GEO. WEGENAST, Manager.  
W. H. RIDDELL, Secretary, WATERLOO, ONT.

## D. Hibner & Co.



*Manufacturers of*  
PARLOR  
FURNITURE  
AND HALL  
STANDS  
FANCY  
CABINETS  
TABLES  
ROCKERS  
ETC., ETC.

## BERLIN, ONT.



## THE TRADERS ADVERTISING CO., OF MONTREAL, JAMES A. WILDER, MANAGER, THROW UP THEIR HANDS.

After the passage of the Trading Stamp Act through the Dominion House at Ottawa, several advertisements appeared in the large daily papers announcing that notwithstanding the passage of the Act the Traders Advertising Company were prepared to enter into another plan with the merchants which would be an improvement on the old trading stamp system, called "Saving Coupons." Our Association immediately advised the chief of police to take immediate action if any tickets were distributed which were not in conformity with the Act. The following letter has just been sent to those merchants with whom the Traders Advertising Company intended to do business.

Montreal, Dec. 14, 1905.

Dear Sir:—

In regard to the Saving Coupons, we find that it is going to be impossible to continue business profitably on our present plan, and we have therefore decided to discontinue the same.

We would advise you not to give saving coupons to your customers unless it is understood that you are to redeem them.

We are sorry that matters have turned out this way, but the stand that the Retail Merchants Association have taken against us, makes it impossible for us to continue.

Thanking you for being willing to assist us as you have done, we remain,

Yours truly,

The Traders Advertising Co.,  
James A. Wilder.

We hope this will be sufficient advance warning to the Merchants' Premium Company of Hamilton and Toronto, whom we are now prosecuting.

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## ALLEGES COMBINE.

Hull Man Refuses to Pay for Certain  
Foods Supplied.

A Circuit Court action is given considerable importance by the answers filed. Thomas Birkett and Company, hardware merchants, are suing Thomas Roberts, of the Imperial Mattress Company, Hull, to recover \$35 for goods supplied. Defendant maintains that he is under no obligation to pay the amount. He alleges that the Birkett firm is a member of a hardware combine, and that if it had not been for the combine he would never have been called upon to pay such prices as demanded. The case will likely come up for hearing at the next session of the Superior Court.

## DISCRIMINATION CHARGED.

Windsor Shippers Complain of Un-  
fair Freight Charges.

Discrimination by Canadian railways in favor of Michigan shippers, was charged by representatives of local industries before the Railway Commission on December 9th.

The Standard Paint and Varnish Company complained that Detroit shippers enjoyed a more favorable rate to Canadian points than the Canadian shippers did. On dry paints the rate from Montreal to Windsor was six dollars a ton more than from Montreal to Detroit.

The Canadian Salt Co. accused the Pere Marquette Railway of excessive switching charges.

Manager Griggs, of the Walkerville Brewing Company, asserted that the freight rate throughout the Province of Ontario was fully 100 per cent., if not more, higher than the rates charged in Michigan. Michigan shippers were also given a lower rate to Canadian points than local manufacturers. The rate from Chatham to Walkerville is quoted as 12 cents per hundred, while from Detroit to Chatham the rate is but 10 cents. Walkerville must also pay 15 cents per hundred pounds to London, while Detroit shippers are given a rate of 11 cents.

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## SILVER DOLLAR COINAGE AT AN END.

Director of the Mint Roberts announces in his annual report from Washington that all silver bullion purchased under the Acts of 1878 and 1890 is now gone, and that the coinage of the silver dollar is at an end unless new legislation on the subject is passed. Since the silver dollar was authorized in 1792 in the first coinage Act of the United States 578,303,848 have been struck off. The bullion value of the silver dollar in 1878 was 93.1 cents. In 1894 it was 56.5 cents. These figures mark the extremes of fluctuation.

The report shows that the domestic coinage for the year amounted to \$91,172,729 in 152,422,302 pieces. The coinage for the Philippine Islands was 29,390,526 pieces; for Panama, 6,435,000 pieces; for Costa Rica, 450,000 pieces, and for San Salvador, 400,000 pieces. The total coinage was 189,097,828 pieces.

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## A TON OF SILVER STOPS A RUN ON THE BANK.

The run which began on the State Central Savings Bank at Keokuk, Iowa, stopped almost entirely after the arrival of four wagon loads of silver dollars from Chicago and St. Louis. A half million dollars was carried into the bank and was piled up in sight of the people. The run probably was caused by a statement that the President's health was failing, the word "failing" being repeated to depositors who thought it referred to the bank.

## THE BOARD OF COMMERCE OF THE CITY OF DETROIT WILL TEAR CHARITY COVERING FROM UNWORRY EN- TERPRISES.

The Board of Commerce committee on contributions of which Mr. J. S. Farrand, Jr., is chairman, is investigating a new charitable enterprise, the promoters of which are said to be soliciting money. Referring to the matter, Mr. Farrand made the following statement: "The Board of Commerce committee on contributions is just now investigating a so-called charity in the interest of vessel men who are out of employment and who themselves and their families need help. The committee is not prepared to give the names of the promoters, but they are said to have secured the interest of some men of prominence in Detroit, and on the strength of the identity of these gentlemen with the concern are successfully soliciting money throughout the city. The board has been led to doubt the integrity of the enterprise, and will probably be able to report upon it to its members within a short time. Meantime, business men generally are requested to be on guard regarding applications for money to any organization whether incorporated or otherwise. The committee on contributions is surprised at the carelessness which is often shown by business men in making contributions for enterprises which frequently are little short of swindles. Grafters and sharpers doing business under the cloak of charity will be publicly exposed by the Board of Commerce."

This is a matter of great importance to all retail merchants in Canada as well as in the United States.

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## BRITISH PRODUCE PRICES.

There has been a good trade in Canadian cheese in London during November; choicest is 60s. to 61s.; finest, 58s. to 59s. Butter, choicest is 106s. to 110s.; finest, 100s. to 104s. Bacon, number one is 55s., 57s., 60s.; light is 53s., 54s.; number two, 54s., 56s., 60s.; number three the same with demand improved.

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## WINNIPEG MAYOR RE- ELECTED.

In one of the hottest mayoralty fights on record, Thomas Sharpe was returned to power on December 13th by 1,200 majority over John Arbuthnot. The largest vote in the history of the city was polled. The social evil question was the leading issue of the campaign, Sharpe being against the return to the system of segregation and being supported by the Ministerial Association and Municipal League.

## G. Hawley Walker Merchant Tailor

126 Yonge Street, - TORONTO

FOR anything in  
Men's Clothing,  
Overcoats, Suits,  
Trousers, Fancy Vests  
and Fur Lined Over-  
coats.

If you need any of the  
above consult us, you  
can't do better, but  
you might do worse.



## THIRTY DOLLARS

Gave these young people a start  
by providing tuition for a three  
months term in our well known  
School—The

*Central  
Business College*  
OF TORONTO

We are helping over 1200 young men  
and Women each year to good business  
positions. We provide 20 teachers,  
give best and most modern courses, and  
produce good results.

Our Catalogue is free on request. Write for it.

W. H. SHAW, Principal

393 Yonge St., Toronto

## The ELMIRA FURNITURE CO.

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MANUFACTURERS OF  
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FANCY TABLES, TAB-  
OURETTES, CHAIRS,  
ROCKERS and DINERS.



IF YOU WANT ANY OF THE  
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WRITE AND TRY US

EVERY ARTICLE A READY  
SELLER AND A

MONEY MAKER

SATISFACTION GUARANTEED.  
WATCH OUR ADV. EVERY ISSUE.

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## TO THE TRADE

## OUR REPUTATION

for having the most up-to-date and complete  
assortment of

## GLOVES AND MITTS

Will be more than demonstrated  
when you see our samples for 1906.

## CHOICEST LEATHERS

from our own Tannery as well as from every  
renowned source.

Travellers will call on you in good time  
and to wait for them will be to your interest.

W. H. STOREY & SON,  
LIMITED

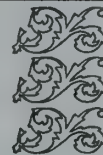
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## SECOND ANNUAL BANQUET

### DRUG SECTION --- TORONTO BRANCH



The second annual banquet of the Drug Section of the Toronto Branch of our Association was held in Webb's Parlors, on Tuesday evening, December 5th, 1905. Every seat in the large banqueting hall was filled, and to say that it was a success would hardly do justice to the jolly gathering which represented more retail druggists than is usually seen together at one time. There were representatives also from the wholesale and manufacturing firms, and the Faculty and Council of the Ontario College of Pharmacy were also present. Mr. W. J. A. Carnahan made an excellent chairman, and with his usual vim and happy pleasantries kept the company in good humor with an admirable programme and toast list until the wee hours of the morning. The speakers who proposed and responded to the various toasts included Mr. D. W. Bole, of Winnipeg, president, and Mr. C. W. Tinling, treasurer of the new drug company.

Mr. Bole urged the concentration of energies on behalf of the industry and also the taking of measures to increase the purchasing power of the wholesale trade. Every now and then, he said, a considerable portion of the wholesale drug business had fallen into other hands. It was his conviction that unless the wholesale trade engaged in some enterprise that would enable them to replace branches of business they had lost, they would come to naught. There were thousands of things they could manufacture in Canada instead of having to import them as at the present time.

Mr. Harrison, of Dunnville, made an excellent speech on behalf of "Our Country." Mr. C. A. Case, president of the Ontario College of Pharmacy, and Mr. Henry Walters spoke on behalf of the college, and Professor Fotheringham for the faculty. Mr. J. D. McHay on behalf of the Canadian Wholesale Druggists' Association and Mr. J. S. Levee on behalf of the Proprietary Trades' Articles Association. Mr. J. Hully and Mr. Lauder on behalf of "The Ladies." Mr. G. E. Gibbard, "The Pharmaceutical Press," Mr. S. Corrigan, president, and E. M. Trowern, secretary "The Retail Merchants' Association of Canada," and Mr. G. M. Petrie, "Ourselves."

Hearty votes of thanks were passed for the able manner in which Chairman Carnahan presided over the meeting, and to Mr. G. M. Petrie for his untiring energy in connection with the preparatory detail.

For those who are interested in a very appropriate menu and toast card we publish them in full:—

#### MENU.

"Prepare for mirth, for mirth becomes a feast."

#### OYSTERS.

Atlantic City Sea Food. "No shell game for us, b'gosh." (Bros. Hargreaves).  
Rockaways on the Half-shell Celery  
Rolled Brown Bread and Butter  
(Graham's Special)

#### SOUP

Green Sea Turtle Moderne

#### FISH

Fillet of Salmon, Ammonium Ichthyol Sulphonate Potato Duchesse (St. Catharines Sweet)

#### ENTREE

Sweetbreads a la Toulouse

#### JOINTS

Stevenson's Roast Young Turkey,  
Cranberry Sauce (Dovercourt Farm)  
Prime Ribs of Beef, Au Jus

#### PUNCH

Roman Punch a la Austin

#### GAME

Long Point Roast Red Head Duck  
(Dead Shot Karn)

#### ENTREMENTS

English Plum Pudding, Brandy Sauce  
(Twenty and Costs, a la Denison)  
Neapolitan Ice Cream, Gelogly (Goodman)

Assorted Fancy Cakes

Assorted Fruits

Rideau Watters Brought on by the  
Case  
Coffee

"One sip of this will bathe the drooping spirits in delight."



#### TOASTS

"He that hath knowledge, spareth his words."

#### THE KING

"Aye, every inch a King."—King Lear.

#### OUR COUNTRY

And he that will this toast deny,  
Down among the dead men let him lie.—Old Song.

#### THE COUNCIL OF THE O. C. P.

"The men that speak aloud for future times to hear."—Browning.  
Hail fellows! Well met.

#### THE FACULTY OF THE O. C. P.

No branch, they say, of all philosophy  
So deep abstruse he has not mastered it;  
Learned as few are learned.—  
Politian.

#### THE CANADIAN WHOLESALE DRUGGISTS' ASSOCIATION

"We have much honor by your presence."—Carnahan.

#### THE PROPRIETARY TRADES ARTICLES ASSOCIATION

"The witches of old their charms did try  
Pain to relieve and death's hand stay,  
Your lotions, syrups, powders, pills,  
Fain would combat poor mortals' ills."  
(Gib) Bard of Avon.

#### THE LADIES

"Disguise our bondage as we will  
'Tis woman, woman rules us still."  
—Hutty.

#### THE PHARMACEUTICAL PRESS

"You have no business with consequences;  
You are to tell the truth."—  
Johnson.

#### THE RETAIL MERCHANTS' ASSOCIATION

"A little more than kin."—Hamlet.

#### OURSELVES

"I do remember an apothecary  
In tattered weeds, with overwhelming brows:  
And in his needy shop a tortoise hung,  
An alligator stuffed, and other skins  
Of ill shaped fishes."—Shakespeare.

Happy to meet, sorry to part,  
Happy to meet again.

**Banquet Committee.**—W. A. Ellis, W. H. Andrew, J. W. Struthers, R. W. W. McIntyre, Geo. Marshall, A. E. Walton, W. J. A. Carnahan, C. H. Cowen, D. E. Munro, W. G. Becker, G. M. Petrie.  
Munro; 2nd vice-chairman, C. H. Cowen; treasurer, W. G. Becker; secretary, G. M. Petrie.

When baby has a pain,  
And no sleep is in sight,  
Hasten to Broadway corner,  
Cowen's open all night.

✱

"Be a man, use the brains you have got,  
Save the profits," says Flett, "boil your own drug pot."

**Officers.**—Chairman, W. J. A. Carnahan; 1st vice-chairman, D. A.

✱

Sherbourne street druggists are up to date,

Kress Co.'s may be good, but,  
"Glyco-thymol" takes the cake.

✱

George's poison guards are the best,  
Why not try them out Queen St. West?

✱

Dow's advice for human ills,  
"Nothing just as good," take Carter's pills.

✱

Atlantic City is pretty swift,  
And the girls in the surf are gay;  
On the beach John and Jim spent all their time,  
So they should not get their pay.  
Next year we'll have to go again,  
Those girls again to see,  
Our wives we'll surely leave at home,  
Under the old apple tree.

✱

Palm gardens now are just the thing,  
"California for mine," says Geogie Bing.

✱

For things that are specially active at night,  
Taylor's exterminator will kill on sight.  
The antiseptic way.

✱

Why put in four years  
And pass an exam?  
There's another way out,  
If you don't know ask Van.

✱

"Hurrah boys! stand firm,  
Bright the future will be,  
The Contract Plan will save us,"  
Says our scribe G.M.P.

✱

We've mentioned near all,  
If we've missed you don't worry,  
For a ride in an auto  
Get next to I. Curry.

## TO PROTECT THE PUBLIC.

### Council of the College of Pharmacy in Relation to Dangerous Drugs.

The council of the Ontario College of Pharmacy is taking precautions to prevent illegal sale of drugs in Ontario as much as possible. Two clauses embodied in the report of the infringement committee presented by Mayor Sweet, of St. Catharines, perhaps show their stand upon these questions.

"As an increase in sales of habit-forming drugs has been reported, we recommend that the by-laws committee consider the advisability of an interview with the Attorney-General regarding an amendment to the statute in this matter."

"In view of the numerous fatalities from carbolic acid," is another clause, "your committee beg leave to recommend that the Registrar-Treasurer be and is hereby instructed to notify every druggist in this Province that the provisions of the Pharmacy Act in reference to the registration of each and every sale of carbolic acid must be enforced for the protection of life and that they should in future govern themselves accordingly."

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To the Editor The Retail Merchants' Journal:

Dear Sir,—I have a complaint to make about commercial travellers taking orders from and selling goods to, consumers.

I think, sir, that we should take a leaf from the labor man's book in this matter, by keeping in every branch an "unfair list" of wholesale houses, manufacturers and commercial travellers that offend in this way. I think that a circular should be sent to all the wholesale houses and manufacturers in Canada, warning them that their names will be placed on the "unfair list" if they continue to offend in the way I have mentioned, and that they will be liable to lose the trade and patronage of every member of The Retail Merchants' Association.

The commercial travellers can be easily reached by addressing a letter or circular to the secretary of their association.

I trust, however, that as retailers are becoming better organized, that these parties will see the folly of the practice I complain of and give it up.

Yours respectfully,  
RETAILER.

\*\*\*

### LT.-COL. J. I. DAVIDSON.

At a meeting of the directors of the Home Bank of Canada Lt.-Col. John I. Davidson, president of the Davidson & Hay Company, Limited, and the Western Brokerage Company, Limited, was elected a director to fill the vacancy on the board caused by the death of the late Mr. Thos. R. Wood.

## NO NECESSITY FOR PEDLARS.

To the Editor.

Dear Sir,—In these days of modern retailing it has become unnecessary for the Canadian public to tolerate the peddling nuisance.

Retail merchants carry over one hundred and fifty million dollars worth of merchandise in their stores to select from; these stocks consisting of goods of Canadian manufacture, and production, as well as from all other countries in this wide world. These stocks can be found in every city, town, village and hamlet, in fact on some crossways in the country. The transportation facilities are so well provided that the public can get to these stores by vehicles, bicycles, automobiles, steam and electric railways; also telephone and telegraph communication, as well as wireless telegraph, surely it is not necessary with all these modern equipments to necessitate a pedlar coming to your door.

These pedlars are in very many instances of a foreign element. They go from door to door and cover the territory from ocean to ocean. They enter the house and plead poverty and some dress dirty and ragged, thereby obtaining sympathy in order to make the sale. I have known where they have had much larger bank accounts than the merchants.

There is another class. They go into a house, ask for something to eat, after they get their meal (which must be a good square meal) they proceed to sell, and it is a common occurrence that if the lady of the house don't buy from some of them, they threaten them and compel them to buy against their wishes, and when the sale is made the consumer is deceived in price and quality.

I might cite a few instances which I came across; one was a spectacle pedlar, this gent sold spectacles from \$1.50 a pair to \$8.00 per pair, the same goods. This man called on three farm houses, one place he asked \$8.00, finally came down to \$5.00, the next place he sold at \$3.00 and the third place at \$1.50. These glasses were taken to an optician and pronounced positively worth \$3.00 per dozen pair, and they were sold to the people for solid gold. Another case where a lady bought a watch for \$18.00, a chain for \$5.00, these two articles are retailed at \$10.50 and \$2.50 respectively.

Rug pedlars are as common as any. They sell rugs at 25 per cent. more than the regular price. In a western town a lady was compelled to buy a rug, the husband was away, the pedlar got mad and actually compelled her to buy a rug for \$4.50, which, when the lady came to the store the identical rug was marked in plain figures \$3.25. The lady was poor and so she needed her money for other necessities to support her family. (If desired I can give you names connected with this case.)

Cloth pedlars have them all beat. They load up a two horse rig with shoddy cloth. They go out among the public and state that they represent some Scotch firm who are over-



**A SOREL.****ON ETABLIT UNE SUCCURSALE DE L'ASSOCIATION DES MARCHANDS DETAILLEURS DU CANADA.**

Samedi, 18 nov., 1905

Grand assemblée, à Sorel, hier soir, dans le but de former une succursale en cette ville de l'Association des Marchands Détailliers du Canada. Les principaux marchands y assistaient, et tous ont semblé comprendre le besoin qu'il y a pour eux de s'organiser en un corps puissant et uni.

On choisit M. A. C. Trempe, un des plus anciens marchands de Sorel, comme président "pro tempore," de cette assemblée, et M. J. A. Beaudry, le Secrétaire Provincial, fut invité à exposer les raisons qui militent en faveur de la formation d'une succursale de l'Association des Marchands Détailliers du Canada. Puis, sur une motion dûment proposée, il fut résolu avantageux de former une succursale, et l'on procéda aux élections.

M. A. C. Trempe fut nommé Président, élu par acclamation, et M. A. Lussier, 1er Vice-Président, M. Arthur Langlois, 2ieme Vice-Président, M. L. H. Paquin, Trésorier, et enfin M. Arsène Champagne Secrétaire. Comme auditeurs, on choisit MM. L. S. Robitaille et G. D. Lussier. Les délégués au Bureau Provincial sont les Officiers Exécutifs.

Parmi les marchands présents, on remarquait tout ce que Sorel a de plus influent dans le commerce, et entre autres. MM. A. Mathieu, A. Morency, G. D. Lussier, L. H. Paquin, L. S. Robitaille, A. Langlois, P. C. Lemoine, A. C. Trempe, etc., etc.

On discuta ensuite les questions d'intérêt capital, à être soumises aux prochaines sessions des différentes législatures, et l'assemblée se dispersa tous s'en retournant confiants dans le succès de cette entreprise

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**L'ASSOCIATION DES MARCHANDS DETAILLEURS DU CANADA.**

etablit une succursale a St. Hyacinthe.

St. Hyacinthe, 25 novembre, 1905.  
Les marchands détailliers de la Ville de St. Hyacinthe se sont assemblés jeudi soir, dans les salles de l'hôtel de Ville, dans le but de décider s'il serait avantageux pour eux de former une succursale de l'Association des Marchands Détailliers du Canada. Tous les principaux marchands de la Ville de St. Hyacinthe s'étaient fait un devoir d'être présents. Parmi eux, nous avons remarqué MM. J. B. Brousseau, J. A. Godard, P. A. Lefebvre, J. H. Brodeur, Bergeron et Sicotte, M. Grinberg, J. Brodeur, Trahan et McNulty, L. A. Guertin, Henri Morin, Jovite Sicotte, Lefebvre et Larivière, Grégoire & Frère, A. Chevalier, Bissonnette et Brodeur, etc.

M. J. B. Brousseau fut élu Pré-

sident temporaire de cette assemblée. Il présenta le Secrétaire Provincial, M. J. A. Beaudry, qui fournit toutes les informations désirables sur les questions qui intéressent les Marchands Détailliers. Après avoir écouté ces remarques, il fut unanimement résolu de former une succursale à St. Hyacinthe de l'Association des Marchands Détailliers du Canada. On procéda de l'Association des Marchands Détailliers du Canada. On procéda ensuite à l'élection des officiers qui donna le résultat suivant:

Président, J. B. Brousseau.  
1er Vice-Président, L. A. Guertin.  
2ieme Vice-Président, Jos. Brodeur.  
Trésorier, J. A. Godard.  
Secrétaire, J. C. Brodeur.  
Auditeurs, J. L. Bergeron et P. A. Lefebvre.

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**CHEZ NOS PHARMACIENS. ILS S'UNISSENT A L'ASSOCIATION DES MARCHANDS DETAILLEURS DU CANADA.**

Montreal, 23 Nov., 1905.

Hier soir, l'Association des Pharmaciens Détailliers de la Province de Québec réunissait ses membres au No. 88 rue St. Denis.

La question à discuter était de la plus haute importance en effet; il s'agissait de décider si l'Association des Pharmaciens devait se joindre à l'Association des Marchands Détailliers du Canada.

MM. J. O. Gareau, J. G. Watson et J. A. Beaudry expliquèrent les avantages de l'affiliation.

Il fut résolu à l'unanimité que cette affiliation était décidée et sanctionnée.

Comme on peut le constater, l'Association des Marchands Détailliers marche de succès, et formera bientôt une des organisations les plus puissantes du Canada.

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**THE ABSENT-MINDED.**

A charming man, beloved by all the students, and with a reputation for geniality extending far beyond the walls of the college, was Prof. Williamson, of Queen's University. This professor was brother-in-law to Sir John Macdonald. He had the professional fault—preoccupation. Passing from his house one morning to deliver his college lecture, he had not gone far when the high wind caused him to turn around. The wind fell and the professor resumed his journey. But he had forgotten to turn again, and the result was that he was soon back home, sitting before the fire, and wondering why he had returned. Of the same gentleman the story is told that on knocking for admission to his own house, a servant, who mistook him for a visitor, declared from the window that the professor was not at home, whereupon, overlooking his own identity, he remarked, in a resigned manner, "Oh, very well, I'll call later."

**NO DOUBT OF SUCCESS.**

A Scotch minister, taking his walk early in the morning, found one of his parishioners recumbent in a ditch.

"Where have you been the night, Andrew?" asked the minister.

"Weel, I dinna richtly ken," answered the prostrate one, "whether it was a wedding or a funeral, but whichever it was, it was a most extraordinary success."

**FLOUR - FLOUR - FLOUR**

We are manufacturers of high grade flour of all kinds.

To the GROCER:

Increase your business by selling a better quality of flour.

Increase your Profits by handling our celebrated brands.

Correspondence solicited.

Capacity, 200 Barrels

**The Brampton Milling Co.**  
BRAMPTON, ONT.

**The Aeme Supply Co.**

60½ ADELAIDE ST. E.  
TORONTO

All materials for wood burning.  
White Basswood blanks for wood burners.

Designs for match holders, racks, etc., ready for use.

Burning outfits supplied.

Wood stains and finishing gloss in all colors.

Retailers now is your time!  
Write us and save 25% duty

**COAL BAGS**

Get our prices before purchasing  
**Waterproof Covers, Awnings, Tents and Flags.** Tents to Rent.

**RAYMOND BROS.,**

172 KING ST.  
PHONE 1748. LONDON, ONT.



## With the Approach of Christmas

we are led to consider why we ought to be thankful. The contemplation makes us happy. Let us here express our appreciation of your hearty co-operation in pushing Canada Flakes. Through your efforts in the last six months the sale of this popular ready-to-serve cereal has attained a magnitude far beyond our expectations. We are also thankful that our advertising campaign has been so successful, creating such a healthy demand for Canada Flakes. We are also thankful to your customers who purchased the food on your recommendation and then expressed themselves as perfectly satisfied.

"Canada Flakes" pleases us.

Pleases the grocer.

Pleases the consumer.

## The Best Possible Reason

Why you should sell Brantford Prepared Corn Starch is that it will pay you.

You are in business to make money, not to waste space on dead stock.

## BRANTFORD PREPARED CORN STARCH

will make money for you because

It is a wholesome, delicious food.

It is known throughout Canada for dainty desserts it makes.

Its high quality will bring you the best trade of your section.

It carries a good fair profit.

If you have never put Brantford Prepared Corn Starch in stock we would like to have a small trial order from you to-day.

We know your future orders will come without the asking.

---

**BRANTFORD STARCH WORKS, LIMITED**

*Brantford, Canada*



## LES MARCHANDS-DETAILLEURS OFFRENT HEIR SOIR UN GRAND BANQUET A M. HONORE GERVAIS. DEPUTE DE LA DIVISION SAINT-JACQUES QUI A TANT FAIT DEPUIS QU'IL SIEGE A OTTAWA POUR LEE COMMERCE EN GENERAL

Plus de deux cents convives venus de tous les points de Québec et d'Ontario acclament M. Gervais qui fait un magistral discours ainsi que l'hon. M. Gouin et autres orateurs.

Les grandes et vitales questions du commerce et de l'instruction ont été magistralement traitées et discutées, hier soir, à l'hôtel Viger, au banquet offert par les marchands détailliers à Monsieur Honoré Gervais, pour les services rendus dans la cause contre les Timbres Verts. Ce témoignage de reconnaissance envers le député de Saint-Jacques a pris les proportions d'un événement, et plus de deux cents convives venus de tous les points de la province de Québec et de celle d'Ontario ont pris part au dîner, et ont assuré Monsieur Gervais de leur éternelle gratitude. Certes ce Monsieur a déjà été fêté à banqueté auparavant mais la démonstration d'hier soir a été la plus grandiose et la plus imposante jamais faite à cet homme public.

Le dîner était présidé par Monsieur L. O. Gareau, qui s'est acquitté de sa tâche avec un rare bonheur. Au café, il se leva, et après avoir lu une partie de l'acte du parlement interdisant les timbres de commerce, acte qui commerce à peu près comme suit: "Sa Majesté, de par a volonté du Parlement et du Sénat, interdit les Timbres de commerce", ajouta: "Je vous invite donc à boire à la santé de Sa Majesté." Chacun leva son verre et le vida.

### M. J. O. GAREAU

M. J. O. Gareau se leva de nouveau, et au milieu des applaudissements enthousiastes des convives, remercia M. Gervais qui a fait passer le bill 196 à la Législature. Il fait ensuite l'histoire des timbres. "Il y a trois ans", dit-il, "que le système diabolique des timbres de commerce a été introduit au pays. Tout d'abord, il eut peu de vogue, les marchands furent lents à l'adopter.

Ce n'est qu'il y a un an environ, alors que les promoteurs de l'idée des timbres commencèrent à faire des annonces extraordinaires, que les timbres acquirent leur popularité. C'est à ce moment que le mal a commencé à se faire sentir. C'est alors que l'Association des marchands-détailliers du Canada, une association qui compte aujourd'hui de 8,000 à 10,000 membres, et qui dans quelques mois en comptera de 15,000 à 20,000, cette association, dis-je, se mit à l'œuvre pour combattre et supprimer les timbres verts.

La compagnie qui en faisait l'exploitation se montra très arrogante et lança un défi aux marchands. Elle obtint même une injonction qui paralysa un moment les efforts de ceux qui s'étaient ligués pour combattre les timbres. Après de nombreuses

consultations, l'échevin Lavallée conseilla aux marchands de faire passer un bill à Ottawa et pour ce, de s'adresser à M. Honoré Gervais. Ce dernier promit de prendre en main la cause des marchands détailliers, et une nombreuse délégation alla voir Sir Wilfrid Laurier, à Ottawa. Celui-ci promit de considérer la question et de rendre justice aux marchands.

Le premier ministre a tenu sa parole, et les marchands lui en seront reconnaissants; les sénateurs, et nombre de journaux s'intéressèrent aussi à la cause des marchands détailliers et ont bien mérité de leur reconnaissance. M. Gervais, cependant, a pris la part du lion dans ce combat, et il a fait pencher la victoire pour les marchands.

Malgré l'immense service rendu à ces derniers, il n'a demandé aucune récompense. C'est pourquoi les marchands lui conserveront une éternelle gratitude d'avoir délivré le commerce d'une des plus grandes plaies qui l'aient jamais affligé."

### M. HONORE GERVAIS.

M. Gervais reçut une grandiose ovation lorsqu'il se leva pour répondre. Voici le texte de son discours:

"Monsieur le Président,

Messieurs,

S'il m'était permis de recourir à une pratique ancienne, je marquerais certainement d'une pierre blanche la fête de ce soir. Ce serait signaler le passage d'un événement heureux de ma vie, d'une fête de l'amitié, et par tant, ce serait bien garder un souvenir qu'il fait plaisir de se rappeler toujours.

Mais loin de moi la pensée que cette réunion ait pour objet ma très simple individualité, pour motif, le désir de reconnaître mes efforts au sujet de la loi de l'abolition des timbres de commerce; pour cause, enfin, la récompense des services que je me suis efforcé de vous rendre.

Après tout pouvais-je faire autre chose que ce que j'ai fait? Tout député, comme tout citoyen, doit chercher à briser les entraves existantes, ou celles que l'on essaie d'établir contre l'exercice de la liberté du plus grand nombre, c'est-à-dire contre le bonheur du plus grand nombre.

### LA LUTTE CONTRE LES TIMBRES.

N'était-il pas naturel que je fisse la lutte en faveur de l'abolition, de la prohibition et de la condamnation de toute ingérence, de l'immixtion de qui que ce soit dans les affaires de ses voisins, de l'intervention de prétendus in-

termédiaires, trafiquants de timbres, dans les affaires des marchands du Canada.

Il y avait, là, par les marchands de timbres, violation de la liberté naturelle de faire commerce, il devait donc y avoir, là, lutte en faveur du maintien de cette liberté de la part de tout député soucieux des intérêts des marchands du Canada.

Je n'ai donc fait que mon strict devoir en travaillant à obtenir un amendement au code criminel pour prohiber l'exploitation coupable de la crédulité des masses. Qui peut s'empêcher de condamner l'émission de papier-monnaie, par des gens irresponsables, n'offrant aucune des garanties ordinaires exigées des ceux qui veulent faire telle émission ou manipuler l'épargne du peuple?

D'ailleurs, permettez-moi de vous dire que vous devez l'adoption de la loi des timbres à l'esprit de justice de l'homme d'Etat incomparable qui dirige les affaires du Canada Sir Wilfrid Laurier. Pour lui, n'oubliez pas d'avoir ce soir, un souvenir ému. Parlez bien de lui. Il est le meilleur, le plus fort, le plus sincère ami des marchands. Appelez-vous aussi que plusieurs députés et journalistes d'Ontario et de Québec ont travaillé ferme pour votre cause.

Je vous dis toutes ces choses, Messieurs, pour vous prouver que je sens que cette démonstration a pour agent une idée d'intérêt public; que cette fête n'est pas tant une marque d'estime à mon égard que le symbole du triomphe, du travail constant sur le succès par l'expédient, j'ai dit le symbole de la victoire du commerce honnête par ces exploités éhontés.

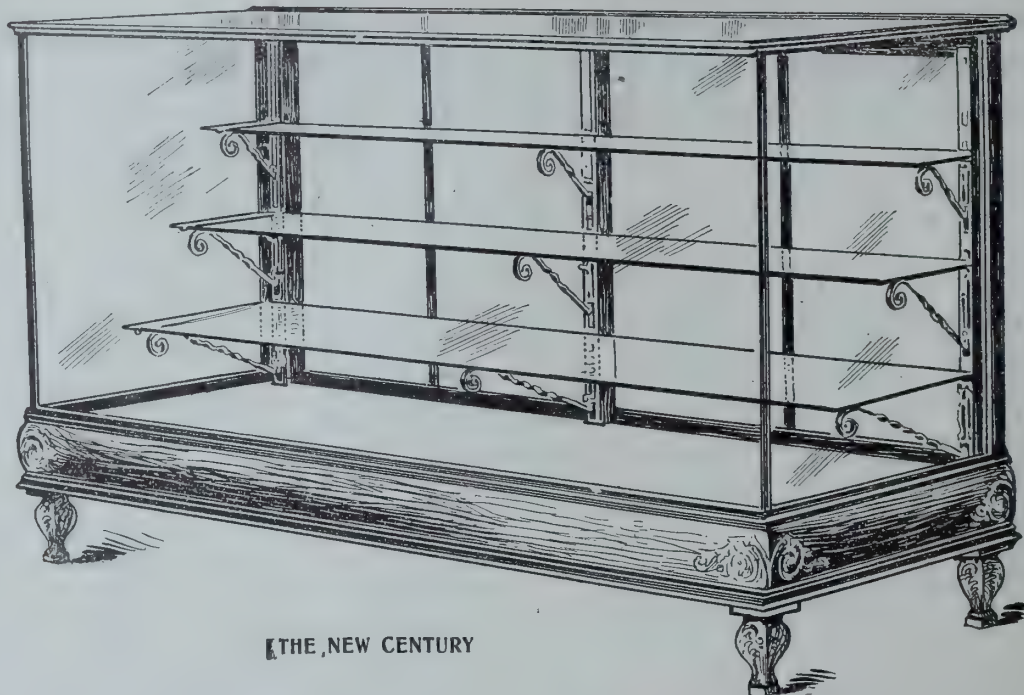
Seuls, les intérêts qui touchent les collectivités semblent provoquer les mouvements d'enthousiasme comme ceux dont je suis témoin.

Seules, les questions qui se rattachent à la vie de toute une classe de la société semblent amener des manifestations pareilles.

Seules, les aurores de jour nouveau peuvent luire sur de semblables explosions de sympathie publique.

Messieurs, la fête de ce soir célèbre bien la victoire que nous avons remportée pendant la dernière session. Mais laissez-moi vous dire qu'elle marque aussi le début de la lutte des marchands du Canada pour le progrès commercial du pays. C'est un résultat que vous obtiendrez Messieurs, par les ententes commerciales, et par l'éducation moderne des marchands.

Mé permettriez-vous de vous causer quelques instants de ces deux questions qui vous intéressent tous.



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L'esprit des hommes de notre époque est hanté d'idées inconnues jusqu'ici chargé de visions encore ignorées, provoquées sans aucun doutes par les conditions actuelles du commerce mondial.

Les temps où nous vivons sont des temps incertains, grisants parce qu'ils cachent l'inconnu; qu'ils recèlent l'espoir la fortune ou le bonheur.

Dans ces temps nouveaux les luttes commerciales battent leur plein. Les combats entre les Etats ont changé de champ; la guerre entre les nations n'est plus dans les vallées ni sur les collines, mais bien sur les marchés du monde; les flottes de commerce sont plus utiles que les flottes de guerre.

Le commerce d'aujourd'hui est un commerce scientifique et juridique. Le marchand d'aujourd'hui devrait donc être préparé pour les luttes de sa vie par un stages plus ou moins long à l'école des hautes études commerciales pour lui permettre ensuite d'appeler à son secours les enseignements de la physique, de la chimie et du droit.

Le commerçant moderne, et surtout le marchand de demain, sera le produit de l'école des hautes études commerciales, de l'école technique, de l'école de droit. Il doit être en état de faire reconnaître sa personnalité partout; en ces temps nouveaux pleins de synthèses d'analyses, de critiques, de disputes.

Le marchand d'aujourd'hui, surtout celui de demain, doit être en état de participer à ce besoin de notre temps, de remettre en question tout ce qui a été décidé depuis des siècles.

N'est-ce pas la tendance d'aujourd'hui de faire subir une critique sévère aux notions historiques, scientifiques juridiques, les mieux démontrées, ou du moins, les plus absolument acceptées?

Pourquoi toutes ces tentatives de reconstitution sociale? Pour l'excellente raison que les sociétés d'aujourd'hui ne semblent plus devoir fournir à leurs membres tous les biens nécessaires à leur existence, et à leur bonheur.

Les marchands des différentes nations ne semblent pas tant faire la lutte entre eux pour leur propre compte que pour celui de leur pays.

C'est si vrai, que les Etats d'aujourd'hui, tendent à se convertir en d'immenses comptoirs de commerce.

## LES VILLES MARCHANDES DU PASSE.

L'époque actuelle, surtout celle de demain, ne verra plus, comme dans les temps anciens, un seul Etat, j'ai nommé Tyr, Chartage, Rome, Gênes et Venise, dirigeant les destinées du commerce mondial; mais notre époque, et surtout celle de demain, assistera à une direction co-opératrice du commerce de la part de cinq ou même de dix Etats sinon davantage.

C'est le temps de dire que la société universelle elle-même projette de faire commerce pour son compte.

Je n'en chercherai pas d'autre preuve que les quatorze ou quinze institutions internationales et les vœux émis par le congrès d'expansion économique mondiale.

Comme vous le savez, Messieurs, en septembre 1905, les 2,500 adhérents à ce congrès se réunissaient à Mons, dans la Belgique—c'est le modèle d'Etat commercial—pour trouver les meilleurs moyens de répondre aux besoins des marchands de notre époque.

Après avoir émis le vœu qu'il y ait concentration des énergies, des documents, des méthodes de commerce des différents pays, le congrès de Mons a établi, presque sans discussion, un bureau international d'ethnographie, d'études sociologiques chez les nations de l'univers.

Les congressistes n'ont eu qu'une voix pour proclamer la nécessité d'élever les études commerciales au rang des autres études dans les universités, dans le double but de former des consuls, ou agents de commerce, nouveau type, ainsi que de former des hommes dont le bagage géographique, encyclopédique et pratique à la fois, leur permet de se débrouiller aisément dans les circonstances imprévues et variées qu'amènent les voyages, les explorations, les installations dans les pays neufs.

La Belgique n'est pas seule à donner aux marchands du monde le conseil de travailler à la concentration des énergies, des documents et des méthodes de commerce.

## LE COMMERCE ALLEMAND.

L'Allemagne, comme tout le monde sait, a devancé les autres peuples dans cette voie. Non seulement l'Allemagne a songé à pareille concentration, mais encore elle l'a réalisée; c'est cette réalisation pratique, qui est en train de placer les Allemands à la tête du commerce du monde, qui doit fatalement entraîner les marchands des autres pays à la concentration de leurs efforts pour la lutte commune.

Les marchands allemands, plus que tous autres, se sont rappelés que pour le commerçant les sept années grasses ne sont pas toujours suivies de sept années maigres, mais que les années maigres l'emportent souvent sur les années grasses.

C'est sur cette constatation que les marchands d'Allemagne, dans le but d'arriver à diminuer autant que possible les années maigres ont établi entre eux ces nombreux cartels ou ententes qu'il serait malheureux, très inexact, de confondre avec les TRUSTS, les combines ou les fusions de compagnies.

Les ententes commerciales allemandes sont de trois sortes.

Elles ont toutes eu pour inspirateurs les cartels du dix-huitième siècle, de même que les ententes commerciales des temps anciens.

## LES ENTENTES COMMERCIALES.

Mais jamais, avant la fin du dix-neuvième siècle, les ententes commerciales n'ont pris l'importance qu'elles ont conquises en Allemagne.

Il y a d'abord, en Allemagne, le cartel d'honneur, autrement dit le "VEREINE", dans lequel les participants fixent un minimum de prix de vente qu'ils ne doivent pas, sur l'honneur, abaisser davantage.

LA VEREINE, peut succéder le "KONVENTION", ou l'entente par écrit entre les producteurs, par exemple de ne pas accepter de commandes au dessous d'un certain prix fixé par la majorité des associés, sous peine de confiscation d'un chèque accepté et déposé d'avance entre les mains d'une personne de confiance.

Plus tard, le SINDIKATE arrive pour établir les comptoirs de vente des producteurs.

L'objet de ces différentes ententes entre les producteurs est d'assurer le rendement aussi constant que possible pour les alliés, en limitant la production à l'intérieur du pays, et en assurant, à l'étranger, un débouché à la surproduction, au moyen d'une prime d'exportation.

A côté des ententes de producteurs, il y a les mêmes ententes de négociants qui ont besoin de convenir de ne pas vendre à de plus bas prix que celui fixé par un tarif adopté par eux.

Il y a enfin, les ententes des consommateurs qui ont intérêt de lutter contre les hauts prix, ou prix de monopole, fixés par les producteurs et les marchands. Les consommateurs s'entendent donc pour acheter le moins de marchandise de plus haut prix.

Les consommateurs ont même besoin d'établir le comptoir d'achat par opposition au comptoir de vente.

Le résultat de toutes ces ententes est de faire payer, assez souvent, une sorte de prime d'exportation, aux dépens des consommateurs en faveur des producteurs, dans l'intérêt du maintien des usines et des ouvriers. Libre ensuite aux autres pays de combattre l'invasion de la surproduction des produits allemands par un système de contre-prime, comme cela a été fait au Canada.

Il est assez curieux de noter, et c'est là l'utilité des remarques que je crois faire à ce sujet, combien les marchands allemands s'agitent, étudient et travaillent pour constituer ce que les autres peuples sont forcés d'appeler aujourd'hui, la prépondérance actuelle, sinon prochaine, de l'Allemagne, dans le commerce du monde.

## UNE OPINION FRANÇAISE.

Je suis heureux de pouvoir citer ici une parole de Paul Déroulède, le grand patriote français, l'exilé d'hier l'ennemi d'aujourd'hui, parole que je trouve dans un journal de Paris:

"L'abdication devant la puissance germanique serait la ruine morale et MATÉRIELLE de la France.

"Quand je dis MATÉRIELLE je pense aux conséquences qu'auraient pour notre commerce et notre industrie la prédominance économique de l'Allemagne et, pis encore, l'union douanière préconisée de l'autre côté du Rhin, dont le nom seul, Zollverein, explique assez que nous arriverions vite à être les contribuables et les subordonnés de l'empire germanique. Un peuple qui fabrique mal et vend bon marché, est un concurrent terrible pour un peuple qui fabrique bien et vend cher".

Les marchands du Canada peuvent



donc tirer des méthodes allemandes d'excellentes leçons. C'est pour cette raison que je vous en cause ce soir. Il est vrai que notre code criminel, à l'article 520, pourrait être invoqué contre certaines conventions semblables aux ententes commerciales allemandes en autant qu'elles s'appliqueraient à restreindre la production et à fixer un prix de monopole. Le gouvernement de Sir Wilfrid Laurier a l'oeil ouvert et actuellement, dans l'Ontario, on fait faire des enquêtes sur les agissements de certaines "combines" de la province voisine.

Mois sauf cette restriction, fort importante, d'ailleurs, qu'apporterait notre loi criminelle—qui pourrait être modifiée, sans aucun doute—il y a pour les marchands du Canada tout un monde d'enseignements fructueux dans l'étude des méthodes commerciales de l'Allemagne.

Je tenais à vous signaler les exemples des marchands de Belgique, de l'Allemagne et des autres pays.

### LE COMMERCE CANADIAN.

Enfants de traditions, presque irréductibles, les marchands de mon pays ont besoin de s'encourager de l'exemple des étrangers. Je ne veux pas pourtant vous faire de trop grands reproches.

Les marchands du Canada, il faut l'admettre tout de suite, ne sont pas restés trop inactifs, de leur côté. Ils ont compris, depuis plusieurs années, que le travail des chambres de commerce était insuffisant à leurs progrès et à leur défense sur les marchés du monde.

C'est ce qu'il explique la plupart des commerçants, des industriels les artisans, se sont syndiqués pour la légitime défense de leur intérêt commun, tout comme les marchands de l'Allemagne.

C'est ce qui fait que, dans la plupart des villes d'Ontario, de Québec, des autres provinces du Dominion, vous avez vu les marchands se former en associations dans le but de délibérer sur leur intérêt commun, notamment sur la surproduction des usines, les tarifs de transport, les prix minimum le prix maximum des trusts, ennemis des producteurs et des marchands.

L'oeuvre des marchands de Montréal, à ce propos, mérite les plus grands éloges. Ce sont ces marchands qui ont montré le plus de perspicacité et de tenacité dans la défense des intérêts commerciaux du Canada. Ce sont eux, il y a quelques années, qui faisaient adopter une loi provinciale permettant à la ville de Montréal de surtaxer les magasins à rayons, dont l'action en Allemagne et en France a été l'objet d'une législation répressive; dont les méthodes au Canada, à Toronto, à Montréal, pourraient attirer également l'attention du législateur. Car après tout, ce ne sont pas les quelques magasins à rayons de Toronto et de Montréal, qui activeront la vie commerciale du Canada. Ce sont bien plutôt ces milliers et ces milliers de magasins de détail répandus dans nos nombreuses villes, qui payent des millions de dollars

pour loyer, pour salaire, pour dépenses de toutes sortes.

### L'AVENIR DU CANADA.

L'avenir du Canada réside, non pas dans l'agglomération des richesses en quelques mains, mais dans leur distribution entre les mains du plus grand nombre possible. Les marchands du Canada s'entendent bien entre eux pour la promotion de leurs intérêts. Mais ont-ils bien fait tout ce qu'ils pouvaient faire pour l'instruction, l'éducation, l'entraînement du marchand de demain? A-t-on enseigné, se prépare-t-on bien à enseigner à nos marchands, l'économie politique et statistique, les lois, la géographie, les langues, les sujets commerciaux, et à faire des cours sur l'histoire politique, littéraire et artistique de l'Europe et de l'Amérique? Ce sont pourtant les connaissances essentielles aux marchands du Canada s'ils veulent jouer le rôle que la nature des choses les appelle à remplir. Ce sont pourtant les connaissances qui sont couramment enseignées dans les écoles des hautes études commerciales de France, d'Allemagne, de Belgique. Ce sont pourtant ces connaissances qui devraient être enseignées à Montréal à Toronto, à Halifax, à Saint-Jean, à Winnipeg, à Vancouver.

C'est en s'inspirant de ces idées et de ces sentiments que le Canada, qui a aujourd'hui un commerce global de cinq cents millions, lequel le place au sixième rang, comprenez-le bien, des pays commerciaux du monde pourra aspirer, dans vingt ans à devenir tout près de la tête des pays commerciaux, avec un commerce global dépassant de beaucoup le billion.

Le rôle des associations commerciales du Canada, à mon sens, a été bien-faisant, fructueux dans le passé; il sera grandiose dans l'avenir.

### LES MARCHANDS ET LE PARLEMENT.

Les marchands du Canada, comme ceux des autres pays, qui entendent se livrer au commerce, seront les conseillers des parlements. C'est en cette qualité qu'ils pourront exercer, pour le bénéfice de notre pays, leur triple action politique, morale et économique.

Il appartient aux marchands du Canada de dire à ses parlements quels sont les modifications à apporter aux lois de commerce, de navigation, de voiturage et de douane.

Il appartient aux marchands du Canada, comme à ceux des autres pays, de concentrer les marchandises éparpillées, de les répandre ensuite entre ceux qui en ont besoin. C'est à eux à ouvrir les débouchés; c'est en cela que vous, Messieurs, vous exercerez votre action économique.

J'espère aussi, Messieurs, que vous exercerez votre action morale en contribuant à rapprocher le Canada des autres peuples pour que ceux qui nous ignorent aujourd'hui deviennent nos clients de demain.

J'espère enfin que vous uniformiserez les habitudes des Canadiens; que

vous établirez entre eux et les autres peuples du globe une solidarité durable; que vous apprendrez à ceux qui contractent à ne prendre que les engagements qu'ils peuvent tenir; puis à les remplir dans le délai fixé.

Voilà, Messieurs, l'oeuvre immense qu'il vous appartient de faire progresser et de mener à bonne fin, dans l'intérêt de la patrie.

Voilà ce qu'il vous faut faire en dépit de la noire prédiction de Claudiot Jannet, pour faire passer le Canada, du nombre des pays de second ordre, au nombre des pays de premier ordre.

N'avais-je pas raison de dire, en commençant ces quelques remarques que la fête de ce soir n'était pas tant la commémoration d'un acte assez insignifiant dans la vie d'un député que l'affirmation sérieuse et féconde de la mise en marche des marchands du Canada à la conquête de sa prépondérance sur les marchés du monde.

Il était près de minuit lorsque M. Gervais reprit son siège au milieu des applaudissements délirants des convives.

### LA SANTE DU SENAT

M. Gareau prononça quelques mots et invita M. Mitchell à proposer la santé du Sénat. M. Mitchell porta ce toast en anglais. Le Sénateur Cloran y répondit, et parla de l'indépendance du sénat qui a repoussé plusieurs bills ministériels. Il fit ensuite un chaleureux éloge du premier ministre du Canada, ajoutant que depuis 1896, le gouvernement mérite de diriger les destinées du pays. "Nous n'avons pas," dit-il, "plus de patriotisme que nos devanciers, mais nous avons au sénat ce sentiment qu'il faut faire régner l'harmonie pour mettre notre pays au premier rang. Nous ne voulons pas nuire au riche, mais nous voulons favoriser le faible autant que possible. Voilà mon ambition, et celle de mes collègues, au sénat."

L'Hon. J. I. Tarte fut aussi appelé à répondre à cette santé. Il dit qu'il est heureux de joindre ses félicitations à celles des autres convives, à l'adresse de M. Gervais.

"Je suis tenté de dire à notre dîner," dit-il en souriant. M. Tarte reconnaît qu'il a défendu les timbres verts, mais il ne les connaissait pas bien alors.

"M. Gervais," dit M. Tarte, "vous a parlé de réformes scolaires, et je suis avec lui, pourvu que l'on applique des mesures modérées."

Parlant, de la presse, l'orateur dit que les journaux devraient s'efforcer de toujours dire la vérité, et devraient développer un esprit de tolérance, d'union et d'harmonie. "Je n'ai pas toujours été indulgent, mais je demande l'absolution de ces intempérances passées."

### LE TOAST AU PARLEMENT FEDERAL.

Sur l'invitation de M. Gareau, M. Emile Léonard proposa la santé du parlement fédéral. Après avoir dit



que les deux partis sont divisés sur tout, excepté sur l'indemnité parlementaire, l'orateur fait l'éloge de M. Gervais, et dit qu'il s'est rangé de son côté pour l'aider à faire triompher une cause juste et équitable.

M. Bureau, député de Trois-Rivières, répondit à ce toast, disant que l'appréciation des services rendus par M. Gervais est un encouragement pour toute la députation, qui voyant qu'on apprécie les efforts qu'elle fait, fera non seulement son devoir, mais tout ce qu'elle pourra pour améliorer le sort des contribuables. Il ajoute que c'est avec une instruction perfectionnée que l'on fera avancer ce pays; il ne veut pas trop s'aventurer sur ce sujet laissant ce soin à son voisin, M. Langlois.

Après quelques remerciements de M. Gareau, à l'adresse des orateurs qui viennent d'adresser la parole, M. Langlois se lève pour proposer la séance du Parlement Provincial.

Voici une analyse de son discours:

### M. G. LANGLOIS.

M. Langlois aborde la question du parlement de Québec, il pourrait entreprendre l'historique de nos institutions parlementaires et faire passer en de mélancoliques défilés les souffrances morales, les sacrifices, les révolutions qui ont précédé la conquête des libertés publiques et de la souveraineté populaire dans tous les pays démocratiques.

Il estime que dans une réunion d'hommes d'affaires comme celle-ci le devoir des députés est de discuter les questions d'ordre public.

### L'INSTRUCTION PUBLIQUE

L'une des questions dont doivent se préoccuper particulièrement le gouvernement provincial et les contribuables est la question de l'instruction publique.

C'est une question qui est absolument de la compétence et du ressort des députés. Il ne croit pas qu'un congrès de colonisation soit le lieu pour régler le sort des réformes scolaires; il ne croit pas non plus que certains ministres aient le droit de décréter que telle ou telle réforme se fera ou ne se fera pas alors que le parlement n'a pas même été consulté à ce sujet.

Il avoue ne pas comprendre comment il se fait qu'on en soit à la deuxième enquête sur la colonisation, comment on ait pu tenir une enquête sur la question des terres et comment, d'autre part, on refuserait de tenir une enquête sur l'instruction publique.

L'opinion générale, dans notre province est qu'on ne fait pas assez de sacrifices pour l'instruction publique. Pourquoi la population en ferait-elle davantage si elle est convaincue que c'est elle qui dépense le plus pour l'éducation et que nous sommes à la tête de la Confédération au point de vue de l'école?

Le député de la Division St. Louis croit que le meilleur moyen d'éveiller l'opinion publique, et les énergies de notre population c'est de dire par une

enquête générale la vérité au pays sur l'état insalubre des maisons d'écoles, sur l'insuffisance du traitement du corps enseignant, sur le morcellement des municipalités, sur l'inspection des écoles et toutes autres questions qui portent exclusivement sur des matières administratives.

M. Langlois attire l'attention des hommes d'affaires de Montréal sur l'insuffisance de l'enseignement commercial dans notre province. Il manque à notre pays de l'enseignement moderne, de l'enseignement pratique de l'enseignement technique et professionnel.

L'orateur fait ensuite une comparaison entre le traitement payé aux institutrices de la province de Québec des autres provinces et il demande à tous les compatriotes de se rallier autour des réformes nécessaires. Il ne peut être question de bouleversement ou de révolution, et il serait le premier à combattre ceux qui voudraient bouleverser ou révolutionner.

Un passage du discours du député de la Division St. Louis qui a particulièrement excité l'intérêt de l'auditoire, c'est lorsqu'il a fait remarquer que dans une ville comme Montréal, le budget de la police est de \$338,873 lorsque le budget de la commission scolaire n'est que de \$257,261.

### L'HON. L. GOUIN.

"De l'aile d'un cygne il ne tombe jamais que des plumes blanches, de la bouche de mon ami, M. Langlois, il ne peut tomber que des paroles éloquentes." Je voudrais pouvoir répondre tout de suite à la santé qu'il vient de porter, mais cette soirée est si belle, elle témoigne de tant de sympathie pour l'hôte distingué que nous fêtons, que je veux joindre aussi mon tribut d'éloge à ceux que vous lui avez accordés ce soir.

Un sage disait qu'aux sept péchés capitaux il fallait en ajouter un huitième, l'ingratitude, et qu'il devait occuper le premier rang. Evidemment, les marchands détailliers du Canada ne partagent pas cette doctrine car ce qu'ils font ce soir par cette démonstration montre à tous les hommes publics qu'ils savent reconnaître magnifiquement les services qu'on rend à leur classe si intéressante et si digne d'encouragement. Je veux dire à mon tour merci au député de Saint-Jacques, merci à mon ami, M. H. Gervais, et je veux ajouter mon témoignage de cordialité au vôtre pour la grande cause qu'il a soutenue et fait triompher.

Les Hongrois, quand ils couronnaient leur roi ou leur reine, élevaient un monticule forme de la terre de tous leurs "comitats" sur lequel ils faisaient monter le futur souverain. Lorsque je vois ici les représentants de tous les provinces du Dominion, même du Yukon, ceux de la Havane, réunis pour acclamer M. Gervais, je dis aussi qu'ils sont venus élever un monticule sur lequel ils ont fait monter leur hôte distingué.

C'est à votre association, Messieurs, que vous devez le triomphe remporté sur les timbres verts, c'est

à votre association que M. Gervais devra d'être connu comme le défenseur le plus énergique des intérêts populaires.

Il nous a parlé de l'Allemagne et de sa méthode florissante de commerce et nous a montré l'esprit d'entreprise de cette race, dont trois membres réunis sur un point quelconque du globe, suffisent à fonder une association, avec un président, un trésorier et un secrétaire.

Pour en revenir à la santé du Parlement provincial, je répéterai ce mot d'un maréchal de France qui disait; "ce sont toujours les mêmes qui se font tuer." Eh bien, Messieurs, ce sont toujours chez nous les mêmes hommes politiques qui sont appelés à parler sur les questions d'intérêt public.

Parlant de l'éducation dans cette province, M. Langlois a dit que j'étais un partisan des réformes scolaires. C'est vrai, j'en suis un, parce que je crois que nous avons des améliorations à faire de ce côté. Je déplore le pauvre traitement des institutrices; j'ai vu de mes yeux ce que j'avais appris déjà par les rapports officiels. Il ne peut pas y avoir de discussion entre nous sur ce point. Nous savons tous qu'il y a quelque chose à faire et où il faut chercher à faire porter les améliorations. Si nous n'avons pas fait davantage jusqu'ici, c'est que nous étions trop jeunes et trop pauvres.

Nous aurions pu faire plus et quand j'entends les statistiques de M. Langlois, je dis que nous devrions faire autant du côté catholique que du côté protestant.

(To be continued.)

## Cowan's Perfection Cocoa

(Maple-Leaf Label)

*Absolutely Pure. Double  
the strength of other Cocos  
costs less than half a cent  
per cup.*

*Cowan's Chocolate,  
Cake Icings, Etc.*

The

**Cowan Co., Ltd.**  
TORONTO.

# MEN'S FUR-LINED COATS



The Coat that made Dineen  
famous--Muskrat lined--with  
wide Otter collar and lapels  
---best Beaver Cloth outside---



**\$ 5 0.**

**DINEEN,**

Yonge and Temperance Sts.  
TORONTO, - - CANADA

## Fur Linings

NATURAL, BLACK, RUSSIAN,  
RAT, BROWN, CANADIAN  
MINK, JAP MINK, ETC.

Coon and Fur Lined Coats

FUR SKINS

OTTERS, PERSIANS, MINK, Etc.

**JOHN McKAY**

151-155 BROCK, - KINGSTON

## BORDEN'S BRANDS

Two Trade Winners with Every Grocer

**"Eagle" Brand  
Condensed Milk**

**"Peerless" Brand  
Evaporated Cream**

Purest for your trade. Most profitable to handle.

ALL JOBBERS

**WILLIAM H. DUNN, - MONTREAL**

Jos. Irving, 92 Wellesley St., Toronto. Erb & Rankin, Halifax, N.S.  
W. S. Clawson & Co., St. John, N.B. Scott, Bathgate & Co.,  
Shallcross, Macaulay & Co., Victoria and Van., B.C. Winnipeg, Man.





# REPORTS FROM BRANCHES



## TORONTO BRANCH.

### Meeting of the General Executive Board.

The General Executive Board of the Toronto Branch held their regular monthly meeting in our Board Room on Tuesday evening, November 28th, 1905. President S. Corrigan in the chair. The minutes of the last meeting were read and confirmed. There was a large attendance and the meeting proved to be a very interesting and profitable one. The report of the Municipal Committee was brought in by Mr. Geo. E. Gibbard, chairman, who stated that another attempt had been made by the Board of Control of the City Council to consider how far they could go legally in inducing the Bell Telephone Company to give the City \$20,000.00 per year for an exclusive five year franchise. He stated that the opinion of his committee was that the Board of Control should not grant the company such privileges, as it would simply mean that the telephone users, of which the retail merchants were the largest, would be contributing that much money for the benefit of all citizens and if the Bell Company could give the city that amount they should reduce the price of their 'phones. The report was received and adopted, and after a vigorous discussion it was unanimously decided to wait upon the Board of Control and present our views to them.

E. M. Trowen presented his report, which showed the prosperous condition of the Association. Under the head of new business the question of the overlapping condition of the present charitable institutions of the city was discussed. It was thought that inasmuch as retail merchants were being constantly asked to contribute towards all sorts of charitable organizations that a committee should be appointed to report on the condition of the charitable organizations of the city and ascertain what position they were in. After a full and free discussion the matter was left in the hands of the executive officers.

The liquor question as it affects the storekeeper was the next subject, and a lengthy discussion took place. The member who introduced the subject stated that he wanted to introduce the subject because at the present time the merchants were being asked to sign petitions, some for and some against, the reduction of liquor licenses. He felt that in order to arrive at some practical conclusion the whole subject should be dealt with by business men who did not have extreme views on either side. He said that the abuse of liquor affected the retail merchant perhaps more than any other class. They were troubled with intemperate drivers, intemperate clerks and intemperate customers, and usually when the head of the house lost his position

through drink the care of the family was thrown on to the merchant and they lost a large amount of money each year by giving credit to this class. Just how the whole subject should be treated he thought that a committee should be appointed from the trade most affected to bring in a report. This was carried unanimously. The following are the names of the committee:

W. Mann, coal and wood dealer, chairman.

G. E. Gibbard, druggist.

F. C. Higgins, grocer.

A. Adamson, butcher.

R. W. Dockeray, milk dealer.

The executive officers were requested to report at the next meeting on the advisability of holding a banquet sometime in January.



## BROCKVILLE BRANCH, PROVINCE OF ONTARIO.

The annual meeting of the Brockville Branch of Retail Merchants' Association of Canada was held December 7th, with a goodly number in attendance. The most important business was the election of officers for the coming year as follows:

President, W. H. Davis.

1st vice-president, J. J. Curran.

2nd vice-president, D. D. Donovan.

Treasurer, W. Rhodes.

Secretary, A. M. Patterson.

The Association pledged themselves to do all they could to assist the "Old Boys' Reunion" to take place there during the summer of 1906. They also donated \$25 toward the map which the Brockville, Westport and Northern Railway Company is publishing to advertise the town of Brockville. A committee was appointed to take into consideration the advisability of having an entertainment some time during the month of January next.

Delegates were also appointed to attend the Annual Provincial Convention for the Province of Ontario, to be held in Ottawa in 1906.



## SMITH'S FALLS RETAIL MERCHANTS HOLD A CO-OPERATIVE SALE.

We have just received the following advertisement from the active Secretary of Smith's Falls Branch, which we publish in full to show the unique manner in which the Smith's Falls merchants advertise their town. They believe that they are the legitimate channels of supply for the residents of the town and county, and that there is no need for farmers and residents to send their cash to the city department stores or mail order houses. We wish them all success in their efforts.

## STARTLING ANNOUNCEMENT

### BIG TEN DAYS' SALE AT Smith's Falls.

WEDNESDAY, DEC. 6TH, TO SATURDAY, DECEMBER 16TH.

Stores All Open Every Night.

We, the undersigned members of The Retail Merchants' Association, of Smith's Falls, will hold a **Big Ten Days' Sale**, and will sell many lines of goods at greatly reduced prices during the sale.

We want customers from 30 miles around to come to this, our first **Annual Sale**. We guarantee it will be the greatest opportunity to buy goods at bargain prices ever offered in this part of Ontario.

The A. B. Scott Co., dry goods, millinery, mantles, furs.

A. Greenhill & Co., dry goods, mantles, etc.

W. Hyndman, groceries, etc.

F. W. Miskelly, stoves and tinware. Kerfoot, "Bookstore," fancy goods and Christmas novelties.

J. C. Downey, merchant tailor.

W. H. Brownlee, sewing machines, bicycles, etc.

George W. Knapp, general grocer.

W. H. Manders, grocer.

H. W. Larry, grocer.

Clark & Lewis, general hardware.

Wm. Johnston, druggist.

Kilfoyle Bros., butchers: all kinds of poultry bought.

Ogle Carss, Canada Clothing Company.

W. J. Graham, mantles, clothing, H. Hawkins, general hardware,

stoves, wallpaper, etc.

Williams & Vanliven, general store and groceries.

T. R. Percy, general dry goods and tailoring.

Gilroy Bros., butchers, all kinds poultry bought.

Cook & Halpenny, grocers.

Whitworth & Co., hardware.

Lucas & McCreary, grocers

W. J. D. Canning, grocer.

Cameron & Leacock, stoves and hardware.

John Anderson, grocer.

O. C. Abbott, druggist.

H. McGillivray, grocer.

R. G. White, dealer in buggies, cutters and cream separators, Perrin Plow, riding, walking, gang plows and harrows.

The Frost & Wood Co., Limited, agricultural implements of every description.

WATCH OUR AD.

FOR ACCOMMODATION:

Rideau Hotel, Russell House.

Union Hotel, Arlington Hotel.

REMEMBER THE DATES.

For ten days, December 6th. to December 16th.

A. B. SCOTT W. H. KERFOOT,  
President Retail Merchants' Association. Sec'y Retail Merchants' Association.



### BRANCHES RAPIDLY INCREASING.

**Mr. James Fadie, Organizer for Eastern Ontario, and Mr. S. A. Brubacher, Organizer for Western Ontario, Constantly Adding to the Roll.**

Among the new Branches that have been organized in Ontario during the past month are the following:—

Bracebridge Branch organized Tuesday, November 14th, 1905, with the following officers:—President, Peter Hutcheson; 1st vice-president, James Whitten; 2nd vice-president, Wm. Kirk; treasurer, Geo. H. O. Thomas; secretary, W. A. Gillespie.

Gananoque Branch, organized Tuesday, November 10th, 1905. The following officers were elected: President, E. P. Wright; 1st vice-president, David Darling; 2nd vice-president, Geo. B. Haynes; treasurer, D. Root; secretary, I. W. Harrison.

Huntsville Branch, organized Tuesday, November 14th, 1905. J. R. Boyd, chairman, pro tem. The officers to be elected at the next meeting.

Sturgeon Falls Branch, organized Monday, November 20th, 1905: Secretary, pro tem, J. B. W. Smith; chairman, pro tem, O. Aubin, M.P. Dry goods officers to be elected at the next meeting.

North Bay Branch, organized Saturday, November 18th, 1905. The following officers were elected: President, J. D. Deegan; 1st vice-president, R. Bunyan; 2nd vice-president, Chas. Begg; treasurer, W. J. Parsons; secretary, F. A. York.

Mount Forest Branch, organized Friday, November 24th, 1905. G. L. Allen, boots and shoes, in the chair. The following officers elected: President, J. P. Noonan, hardware; 1st vice-president, J. W. Scott, general store; 2nd vice-president, G. P. Bateman, general store; treasurer, J. S. Ireland, grocer; secretary, Walter Ellis, druggist; auditor, A. A. Burke.

Burks Falls Branch, organized Monday, November 27th, 1905. The following officers elected: President, J. A. Harris; 1st vice-president, W. Sharpe; 2nd vice-president, C. W. Coulter; treasurer, H. L. Douglass; secretary, Jos. Hilliar; auditor, W. H. Smith.

Parry Sound Branch, organized Thursday, November 30th, 1905. The following officers elected: President, J. Purvis; 1st vice-president, E. J. Vincent; 2nd vice-president, W. J. Beatty; treasurer, J. F. Mosley; secretary, J. Clark.

Owen Sound Branch, organized December 1st. The following officers elected: President, W. H. McClarty; 1st vice-president, W. A. Grier; 2nd vice-president, J. C. Ryan; treasurer, W. H. Taylor; secretary, R. J. Hurry.

Gravenhurst Branch organized Wednesday, December 6th, 1905: Secretary, pro tem, Frank Child,

hardware; chairman, pro tem, B. G. Stewart, grocer. Officers to be elected at the next meeting.

Harriston Branch, organized December 6th, 1905: President, John Hueks; secretary, R. F. Dale. Other officers to be elected at the next meeting.

Durham Branch, organized December 8th, 1905: Chairman, James Ireland, general merchant. Officers to be elected at the next meeting.

Penetanguishene Branch, organized December 8th, 1905: Secretary, pro tem, D. J. Charlebois; chairman, pro tem, Dr. P. A. McDonald, drugs. Officers to be elected at the next meeting.

Midland Branch, organized December 14th, Thursday, 1905: President, F. W. Jeffery, hardware; 1st vice-president, Digby Horrell; 2nd vice-president, John White, grocer; treasurer, Thos. Campbell; secretary, W. E. Preston, grocer.

A large number of Branches have also been added to the roll from the Province of Quebec and will be reported in the next issue.

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### STRATFORD BRANCH, PROVINCE OF ONTARIO.

A largely attended meeting of the Stratford Branch was held in the City Hall on Friday evening, December 1st.

President J. L. Bradshaw in the chair; E. A. Rea, secretary, read the minutes of the last meeting, which were adopted.

Considerable discussion took place on the subject of "Mail Order Houses vs. Retail Merchants," which resulted in the following resolution being passed unanimously: "That in the opinion of the Branch any manufacturer selling to mail order houses should not receive the support of the Retail Merchants of Canada." The early closing movement, advertising in hotel registers, programmes, etc., were discussed at some length, but they were finally left over to the next meeting to be held in January.

A number of lists of bad pays were handed in and a committee was appointed to complete the list and see that each member got a copy.

A number of new members were added to the roll, and the secretary's report showed the Branch to be in a very flourishing condition.

The chairmen of the Grocers', Butchers' and Drug Sections reported that these Sections had held several meetings and they were doing good active work.

In compiling the list of "Bad Pays" the Committee reported that some names appeared as many as twelve or fifteen times, and the name of one woman appeared on the books of fifteen merchants in the city, she having beaten them all, and they decided they would make her a present of a turkey for Christmas.

We are pleased to know that the "Stratford Branch" is progressing so actively.

### QUEBEC BRANCH, PROVINCE OF QUEBEC.

Steadily and rapidly our Branches are spreading throughout the Dominion of Canada, and the good work will be kept constantly going until the banner of the Association is planted in every Province in the Dominion. On October 27th last, Mr. J. A. Beaudry, Dominion Treasurer and Secretary for the Province of Quebec, visited the City of Quebec and addressed a large and enthusiastic audience of retail merchants. He explained the advantages of all uniting under one Association that had for its aims and objects the uplifting of the retail trade. He pointed out the rapid growth that had taken place in the Association and the good work that was being accomplished. After considerable discussion, in which all present were unanimous, a Branch was formed and the following officers were elected: President, J. A. Chabot; 1st vice-president, Theo. Beland; 2nd vice-president, L. F. Falardeau; treasurer, L. E. Martel; secretary, L. P. Bertrand; auditors, Messrs. L. T. Armand and J. E. Bedard. A hearty vote of thanks was tendered to Mr. Beaudry, secretary, for his able address, and to Mr. M. Roch, Provincial Organizer for the Province of Quebec, for his assistance in calling the members together. At a subsequent meeting eighteen new members were added to the roll, and great enthusiasm prevailed.

The Shoe Dealers' Section elected the following officers: Chairman, L. F. Falardeau; 1st vice-president, B. J. Leonard; 2nd vice-president, L. Deschenes; treasurer, O. H. Shink; secretary, J. A. Mercier; auditors, L. Beaubien, J. A. Voyer.

The Grocers' Section elected the following officers: Chairman, J. A. Chabot; 1st vice-president, L. P. Turgeon; treasurer, S. Martel; secretary, "Elz. Paquet; executive committee, A. Grenier, A. Delisle, M. Thibaudau, F. Delisle, J. Picard, J. A. Moisan, S. Hamel, H. Rheaum, J. B. Cote.

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### SOREL BRANCH PROVINCE OF QUEBEC.

One by one the cities and towns of Quebec and Ontario are hoisting the Association banner and all uniting to raise the standard of retail commerce. Regardless of race or creed we are all uniting in an effort to place the retail trade of Canada on a higher and better plane a movement that must eventually establish and engender a true and healthy patriotism that will be beneficial to those who succeed us. On Saturday evening, November 18th, 1905, Mr. J. A. Beaudry addressed a meeting of retail merchants and a Branch was formed in Sorel, and the following officers were elected: President, A. C. Trempe; 1st vice-president, A. Lussier; 2nd vice-president, A. Langlois; treasurer, L. H. Paquin; secretary, Arsene Champagne; auditors, Messrs. L. S. Robitaille and G. D. Lussier.



**THREE RIVERS BRANCH, PROVINCE OF QUEBEC.**

A special meeting of the retail merchants of Three Rivers, Quebec, was held in the rooms of the Chamber of Commerce, on Wednesday evening, November 15th, 1905. Organizer Mr. Roch explained that the meeting was called for the purpose of forming a Branch of "The Retail Merchants' Association of Canada," and he then called upon Mr. J. A. Beaudry, Dominion Treasurer and Secretary for the Province of Quebec, who set out very fully in an able and business-like address the aims and objects of the Association.

All present were in hearty sympathy with the organization and a Branch was formed, and the following officers were elected: President, T. Bournival; 1st vice-president, A. Brunelle; 2nd vice-president, A. Cargnani; treasurer, L. Dassylva, secretary, Jos. Durand; auditors, Messrs. J. A. A. Guilbert and P. J. A. Heroux.

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**ST. HYACINTHE BRANCH, PROVINCE OF QUEBEC.**

On November 25th a Branch of our Association was formed in St. Hyacinthe, Quebec, and the following officers elected: President, J. B. Brousseau; 1st vice-president, L. A. Guertin; 2nd vice-president, Joseph Brodeur; treasurer, J. A. Godard; secretary, J. C. Brodeur; auditors, Messrs. J. L. Bergeron and P. A. Le Febvre.

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**DRUG SECTION, MONTREAL BRANCH.**

A special meeting of the retail druggists of the City of Montreal was held in the Board Room, 88 St. Denis Street, on Thursday afternoon, November 23rd at 3 o'clock.

Messrs. J. O. Gareau, Provincial president; J. G. Watson, Provincial treasurer; and J. A. Beaudry, Provincial secretary, addressed the meeting and set forth the advantages to be obtained by becoming affiliated with an association that was organized to safe-guard every interest that pertained to the retail trade, some discussion followed and it was the unanimous opinion of all present that much greater good could be accomplished by unity as a whole than by having a host of separate associations that were simply duplicating and interfering one with the other. They greatly appreciated the work that was done in the West by the Ontario Drug Section Committee and they decided that they would affiliate with them and become part of our Association.

\* \* \*

Real destitution is rarely seen in Japan. Though some of its inhabitants are very poor, yet all seem to be fairly well fed, clothed and housed, and are invariably cheerful.

**GROCERS' SECTION OTTAWA BRANCH.****An Instructive Address on Pure Food by Mr. Thos. MacFarlane.**

The Adulteration of Foods was the subject of an interesting and instructive lecture, delivered at the regular monthly meeting of the Grocers' Section of the Ottawa Branch, on November 29th, by Mr. MacFarlane, chief analyst of the Department of Inland Revenue, before a large gathering of the members in Royal Albert Hall, O'Connor Street, where the Association has secured fine new quarters. Chairman F. W. Forde occupied the chair, and with him on the platform were Messrs. C. P. Prevost and W. J. Eastcott, former chairman, and Ald. Black.

Previous to the lecture Mr. H. C. Ellis, secretary of the Association, spoke a few words on the object of the body and on the pedlars' license question. He also mentioned the affiliation of the Quebec and Ontario Associations, with a membership of 8,000, of whom 5,000 are in Ontario.

Mr. MacFarlane, in commencing, thanked the members of the Association for their invitation, and assured them that he would be pleased to deliver another discourse. He spoke on eight articles respectively, coffee, honey, cream of tartar, maple syrup, jams and marmalade, and liquors and drugs. The adulteration of coffee, the lecturer said, dated back many years. In this country the principal substitutes used are chicory and roasted peas and oats. Of the last mentioned, Mr. MacFarlane quoted an incident of its use. When doing some work for the Geological Survey Department in Hungerford Township, he asked at a house one day for a cup of coffee. The woman secured some oats, and after roasting them brewed him a cup of "coffee." The retailers are not the ones who adulterate coffee, Mr. MacFarlane stated, but the grinders, who mix in other ingredients.

In regard to honey, Mr. MacFarlane said that the principal manner in which it was injured was by feeding the bees cane sugar. This is not so much the case with the honey manufactured in the Dominion as with that which is imported, and the lecturer advised his hearers to have the import examined before entry and if not pure rejected. Cream of tartar is rendered unhealthy by the use of alum, which is also compounded with baking powder and soda. The pure cream of tartar is harmless.

There is no question, the speaker continued, as to the injurious adulterations of maple syrup or of its being often a commercial fraud. Chemists were a long time in finding out the difference between the sap from the tree, and the juice of the sugar cane, as they are exactly of the same chemical compound. The difference was discovered by removing the ingredients from the sugar cane, which

also affects honey. It is possible, however, to make good substitutes for the real syrup from sugar. Referring to jams and marmalade, Mr. MacFarlane said that these were made unhealthy by being mixed with glucose instead of white sugar, such as is used for home preserving.

The last commodities dealt with, liquors and drugs, were not so fully gone into as the others. The majority of people have the idea that liquors are "doped" with drugs, but the lecturer pointed out that the principal one is the alcohol itself.

Questions were then asked and answered by Mr. MacFarlane, on the topic of the evening. He explained to the meeting that the best way to secure pure food, was to make the wholesale merchants give a guarantee of purity, when goods were bought. This would have the desired effect of getting rid of the adulterated products, and the retailers could not be held liable for what they sold. A vote of thanks to the lecturer was moved by Mr. W. J. Eastcott, and seconded by Mr. H. Scott, and carried unanimously. In reply Mr. MacFarlane thanked his hearers for their appreciation of his efforts, and assured them that he would be pleased to return.

**A Business Meeting.**

After the lecture the report of the sports committee was read on the receipts from the picnic held last August. There is now \$485 on hand. It was moved by Mr. A. W. Huband, seconded by Mr. H. Scott, that the report be adopted. The motion carried unanimously. A communication was received from the Dominion Secretary, E. M. Trowern, of Toronto, stating that a committee of retail grocers and one from the legislature were to meet and discuss the licensing of pedlars. This raised a discussion on the question affecting the grocers who state the by-law is defective.

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**ADULTERATED PLUM JAM.****Yonge Street Grocers Summoned by Inland Revenue Officer.**

In the Toronto Police Court, Wilbur Eddy, 365½ Yonge Street, and Fred. H. Patience, 429 Yonge Street, both grocers, were arraigned on charges of selling "plum jam" which had been adulterated. The charge was laid by W. H. Walsh of the Inland Revenue Department, who is on the war-path after those who are not selling pure food.

Patience pleaded not guilty. Eddy admitted selling the goods, but claimed they were just the same as when he purchased them from John Sloane, wholesale grocer.

The subject of food adulteration has been fully discussed many times at our "Grocers Section" meetings, and all who have attended have found the meetings very profitable.



### UNDERTAKERS NOT SATISFIED WITH TORONTO CITY HALL REGULATIONS.

The undertakers are dissatisfied with the state of affairs at the City Hall. There is no one to issue a burial permit from noon Saturday till Monday morning, and when a holiday comes on Monday none can be had from Saturday till Tuesday morning. On Labor Day several of the undertakers got the Mayor just as he was going out, and asked him to issue the permits. Those who were not so fortunate had to postpone their funerals till Tuesday.

It is understood the subject will be brought up at a meeting of the City Council, and this state of affairs improved. If not, the undertakers as a body mean to take some action to have an official placed in the office on Saturdays and Sundays, so they will not be obliged to postpone burials because officials are off holidaying.

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### THE WINDOWS OF THE PRESIDENT OF THE HAMILTON BRANCH BLOWN OUT.

Shortly after 4 o'clock on December 6th an explosion of gas in the basement of Gordon Bros.' butcher shop, near the corner of John and Augusta Streets, shattered the front windows of the store, ripped up the flooring, and put the rear end of the building out of plumb a couple of inches. The cash register was blown out into the street. Two large plate glass windows in Adam Ballentine's grocery store, next door, were smashed into bits. Fortunately no person in either store was hurt, but a passerby was slightly injured by flying glass. Two men were at work in the rear of Gordon Bros.' place, making sausages. If they had been in the front of the store they likely would not have escaped so well. It is supposed the gas was introduced into the cellar through a natural gas pipe, but after the excitement had subsided it was found there was no natural gas pipe in the cellar. Natural gas workmen assert they did not introduce a pipe or gas to the cellar. It is understood they disclaim liability.

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### LIVELY WAR BETWEEN RETAIL MERCHANTS AND DEPARTMENT STORES.

There is a lively business scrap on between a big department store of Ann Arbor, Michigan, and some merchants of Ypsilanti. The Ann Arbor man is running free motor cars from Ypsilanti and Chelsea for women customers, and now Ypsilanti merchants are retaliating by advertising free rides for Ann Arbor people to Ypsilanti for a certain day. There is a big hustle for the Christmas trade.

### THE NATIONAL DRUG AND CHEMICAL CO.

The completion of the National Drug and Chemical Co. has been announced, with the following companies taking part: The Hattie & Mylius Company and the Simson Bros. Company, Halifax; Canada Drug Company, T. B. Barker & Sons and D. McDiarmid Drug Company, St. John, N.B.; Evans & Sons and Kerry, Watson & Company, Montreal; Elliot & Company and Lyman, Knox & Clarkson, Toronto; Henry Skinner & Company, Kingston; Dominion Drug Company and J. Winer & Company, Hamilton; London Drug Company, London; Bole Drug Company, Winnipeg and Calgary; Henderson Bros., Vancouver and Victoria.

The following officers were elected: D. W. Bole, president; J. W. Knox, 1st vice-president; A. B. Evans, 2nd vice-president; C. W. Tinling, treasurer; Jas. Mattinson, secretary.

The benefits to the trade to be derived from the amalgamation were freely discussed, and it was pointed out that the gain in economy of administration of the various interests will be considerable.

The competition has been keen with the result that much unnecessary canvassing and expense has arisen and the margin of profit for the wholesale druggist greatly reduced. It was stated that the fancy goods wholesale dealers have cut largely into the trade in a number of departments and it is thought that with the new system the various members will be able to make better headway against their competitors. Concerted action also should enable the members of the trade to obtain better terms from the various patent medicine companies, and also have a corresponding beneficial effect on the retail trade.

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### NO DISCRIMINATION. Winnipeg Wholesalers Deny Claims of Victoria and Vancouver Houses.

Wholesale merchants in Winnipeg positively deny the assertion of Vancouver and Victoria houses that the latter are discriminated against in freight rates by the C. P. R.. They have neither asked nor received any undue concessions, but have all along competed for Western business against rates which favored Eastern houses greatly. A leading wholesaler said: "Vancouver merchants are attempting to create an artificial condition of affairs which cannot be lasting. Trade is bound to be controlled by local merchants in time, in spite of any arrangement made with the railway company unless such arrangement were special and discriminating, in which the Railway Commission would be called upon to interfere."

### MARTYRDOM OF STATESMANSHIP.

"I hear, senator," said the inquisitive young lady, "that it cost you \$20,000 to be elected."

"Yes, approximately that."

"Well, that will leave you only \$10,000 for six years' work. Isn't that small for a man of your ability?"

"For a man of my ability it is small, but I expect the sacrifice to be not wholly in vain. In fact, I have already been retained as attorney for three large corporations that would have been injured by the passage of bills which I intended to introduce. So, you see, there are honest ways in which a man may be compensated for the annoying expenditures which in this age of graft and chicanery the high-minded servant of the people must make in order to help to preserve the foundations of the republic."—San Francisco Chronicle.

\*\*\*

### ON THE RIGHT TRACK.

Members of Parliament who are lawyers take retainers for promoting certain bills and opposing certain other bills.

These retainers would be called bribes if they were given to members of Parliament who were not lawyers.

This doctrine of legal privilege for lawyers who are members of Parliament simply enables private interests to buy up members of Parliament.

One cure for this evil would be to stop electing lawyers to Parliament.

A Parliament without lawyers might be a Parliament without brains, but such brains as it had would belong to the people.

A Parliament full of lawyers may be as brilliant as Winston Churchill, but its brains are for rent to the first corporation that can shake a retainer in the face of a greedy lawyer, and take him out of the service of the people whom he was elected to defend.

Members of Parliament should have only one client at Ottawa.

Their client is the country.

No lawyer should be free to take fees for Parliamentary work that would be bribes if these fees were offered to a member who was not a lawyer.—Toronto Telegram.

\*\*\*

Truth and politics do not often sleep in the same bed, because politics wants all the covering.

Somewhere there must dawn a day fairer than this, in a land where all things shall fulfill their promise. The longing for that day and land is not the desire for ease, for the gross pleasure or the oriental paradise. It is the fruitage of our passion for progress, our longing for right, our dissatisfaction with our imperfect selves, our discontent with anything short of the royal life of righteousness.



WARD No. 3

YOUR VOTE AND INFLUENCE RESPECTFULLY  
REQUESTED FOR

**J. W. BENGOUGH**

AS CANDIDATE FOR

**ALDERMAN FOR 1906**

1906

1906

YOUR VOTE AND INFLUENCE ARE RESPECTFULLY  
SOLICITED FOR THE RE-ELECTION OF

**W. P. HUBBARD**

**AS CONTROLLER**

WARD 4

1906

Your Vote and Influence are respectfully  
solicited for the re-election of

ALDERMAN

**R. C. VAUGHAN**

AS ALDERMAN FOR 1906

ELECTION, JANUARY 1st, 1906



A Business Man—For the Business Ward  
—Of a Business City

RE-ELECT FOR 1906

ALDERMAN

**SAM'L McBRIDE**

FOR WARD No. 3

Your Vote and Influence respectfully solicited

TO THE ELECTORS OF THE CITY

Kindly Mark Your Ballot for the  
Re-Election of

**JOHN SHAW**

TO THE OFFICE OF CONTROLLER

Public Ownership.

Clean Civic Government.

All Retail Merchants should vote for  
the Re-Election of  
CONTROLLER

**J. J. WARD**

Mark your ballot thus:

**WARD, J. J. | X**



Vote to Elect as  
ALDERMAN

IN WARD 6 FOR 1906

WALTER

**MANN**

(THE COAL MAN)

A progressive man,  
in a progressive ward,  
of a progressive city

WARD No. 2

1906

VOTE AND SUPPORT

**DAVID CARLYLE**

— AS —

**ALDERMAN**

YOU SHOULD SELL

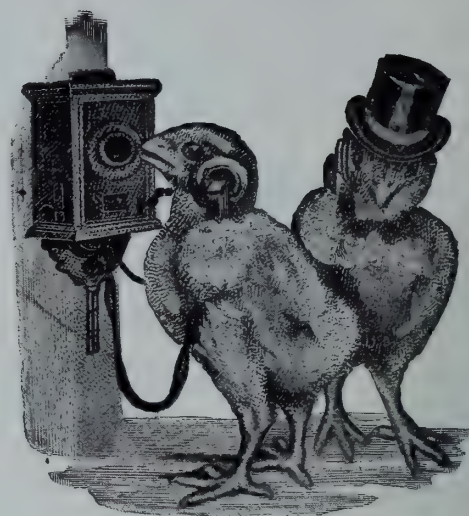
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USED FOR HORSES, CATTLE AND POULTRY,  
and thus patronize home industry. There is a good  
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St. Louis, Mo., 1904, for Cattle and Poultry Spices.  
Also, they hold other six first prize medals procured  
in Europe, and four first diplomas from various Cattle  
and Poultry shows in Canada.

Write for prices, also a book worth 25c. on this  
subject will be sent free to anyone writing for same.



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It causes more eggs to be produced  
than any other condiment can do

Also Myers' Condiment for Cattle

**MYERS' ROYAL SPICE CO., NIAGARA FALLS, ONT.**  
and NEW YORK.

IF YOU WANT TO

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NEXT WINTER, \* \* ORDER YOUR

# COAL

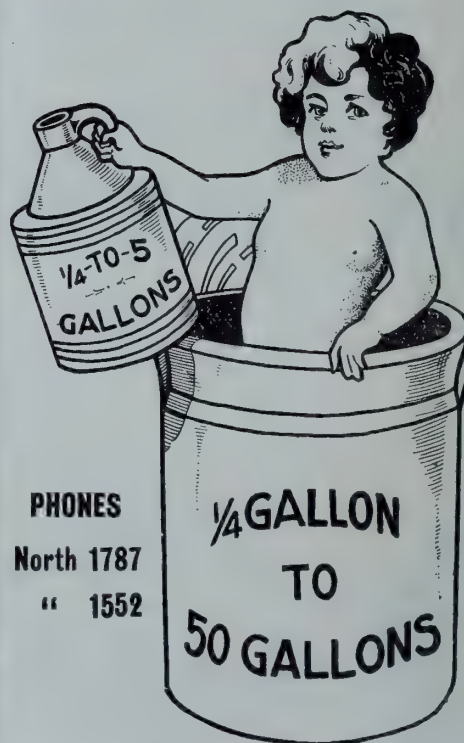
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IT'S COAL THAT HAS  
PLEASED FOR YEARS

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TORONTO.



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North 1787  
" 1552

We  
MANUFACTURE

The best  
and most  
attractive

## STONE WARE

Marketed  
in the  
Dominion

Ask for  
Catalogue

## The Toronto Pottery Co., Limited

75-81 Cottingham St., Toronto, Ont.



**WAREHOUSEMEN MUST PAY MORE.****Collector of Customs Tells Why the Government will Make the Change.**

At the meeting of warehousemen and others interested in the question of the proposed changes in regulations whereby those employing customs officers will be obliged to pay sums greatly exceeding those now demanded, it was decided to appoint a committee to confer with the Hon. William Paterson, Minister of Customs.

The meeting was held in Montreal on November 30th, in the offices of the Canadian Manufacturers' Association, Board of Trade Building, Mr. L. S. Geoffrion, Mr. A. G. Gardner and Mr. William G. Stuart were appointed a committee to confer with the Minister of Customs, respecting the new regulations which are to go into effect on the first of January. Hon. Mr. Paterson will be written to asking that an appointment be made so that the committee can meet the Minister and discuss the question.

Mr. R. S. White, Collector of Customs, when interviewed regarding the increase in the charge of customs officers at bonded warehouses, gave the Government side of the question as follows:

"For a great many years there has been a flat rate charge of \$40.00 for all bonded warehouses irrespective of the size of the warehouses or the amount of customs work involved. This was such an anomalous state of affairs that for a year or so the department had under consideration a rearrangement of the charges, and is now putting into operation a new scale, framed according to the amount of work performed by the officers of the customs.

"The reasons why the change has been made are twofold: First, because it was thought improper that the general revenues of the country should be made to bear the cost involved by the law which permits importers to defer payment of duty on goods by placing same in a bonded warehouse. Secondly, the inequality of the charges.

"At this port the service in connection with the bonded warehouses costs about \$17,000 per year in salaries, and the revenues from the bonds do not exceed \$3,500 per year, so that the deferring of the payment of dues on imported goods at this port alone means a charge on the general revenues of nearly \$14,000 per year.

"The new scale of charges will not produce sufficient revenue to cover the cost of the service, but would make the disparity between the revenue and the expenditure considerably less than in the past.

"The small importer who has a bonded warehouse requiring the attendance of an officer for not more than one hour per day will be required to pay only \$20.00 per year in fees more than at present, but the large importers who carry the bulk of their stock in bond and require the at-

tendance of a customs officer from six to eight hours per day will have their charge increased from \$40.00 to \$480.00, but they will still pay less than the cost to the Government of the services of the officer.

"The new scale of charges is simply a business way of dealing with a business question."

\*\*\*

**NEW FRUIT BASKETS.****Dimensions Fixed by the Niagara Growers.****Mr. E. D. Smith, M.P., Advocates a Tariff on Peaches, Plums, Pears and Bananas—Canada a Dump-Ground for Last-named Fruit.**

At a meeting of the Niagara Peninsula United Fruit Growers' Association on Saturday afternoon, December 3rd, the question of the shape and dimensions of the new standard fruit baskets was decided—11-quart basket: top, 18¾ x 8 inches; bottom, 16¾ x 6¾; depth, 5¾ inches. Wooden cover, 19 x 8½ inches. The fly net cover is to be done away with entirely.

Six-quart basket: top, 15½ x 7 inches; bottom, 13½ x 5½; depth, 4½ inches; cover, 15½ x 7¼ inches.

The question of a tariff on fruit was discussed and the fruit growers of the district will hold a meeting December 16th to discuss the matter. Mr. E. D. Smith, M.P., Wentworth, who was present, advocated a tariff on peaches, plums, pears and bananas. He said Canada was being made the dumping ground for bananas which cannot be sold in New York. He wanted a tariff of twenty-five cents a bunch put on them. Bananas, he said, are sold as low as twenty-five cents a bunch in Montreal.

\*\*\*

**ONTARIO FRUIT GROWERS.****Want to Import Labor from Europe Under Contract.**

At the last meeting of the Ontario Fruit Growers' Association the following officers were elected: President, J. S. Scarf, Woodstock; vice-president, E. Morris, Fonthill; secretary-treasurer, P. W. Hodgetts, Toronto; honorary directors, Thomas Beall, Lindsay, and A. M. Smith, Port Dalhousie.

The following resolutions were adopted:

"That owing to the extreme scarcity of labor the Dominion Parliament should allow the importation of labor from North Europe under contract, during the continuance of the season."

"That the delegation to appear before the Tariff Commission urge that the importation or sale of adulterated canned fruits be prohibited save where the can shows on the label the contents of the package."

The Association will urge the Government to establish a new station in Southern Ontario, where experiments in hybridization, cross breeding and

the organization of new varieties may be carried on.

It was also suggested that the Postmaster-General of Canada be urged to institute a system of rural mail delivery.

The retiring president, Mr. A. McNeill, of Ottawa, stated that prosecutions were to be instituted against some growers who had made shipments of fruit to the West which were "a scandal and a disgrace" to Ontario.

\*\*\*

**TARIFF HEARING AT BRANDON, MANITOBA.**

That rough lumber be retained on the free list; that dressed lumber be placed on the free list; that substantial reductions be made in the present tariff on agricultural implements, threshing machinery and vehicles; that substantial reductions be made in woollens and cottons; that all gauges of fence wire, gasoline and cement be made free; that fruit be also put on the free list; that the British preference be restored to 33 1-3 per cent., and that in consideration of these abolitions and reductions the existing tariff on agricultural products be swept away, were the main points that the representatives of the Manitoba Grain Growers' Association presented to the Tariff Commission while sitting in Brandon, Manitoba, as the requests of the farmers of the prairie province in connection with the proposed tariff revision.

Delegates from over eighty local associations were present and the resolutions presented were absolutely unanimous. On behalf of the Manitoba branch of the Manufacturers' Association, Mr. L. C. MacIntyre and other speakers urged a reasonable increase in the general tariff, maintaining that higher duties against the United States would insure the establishment of many factories in Western Canada.

At the evening session, Messrs. D. E. Sprague, and D. C. Cameron, on behalf of the lumber manufacturers, pleaded for the imposition of a duty on lumber, alleging that the present treatment of the lumber industry was invidious and unfair.

\*\*\*

**WANT TO KEEP GLOCKLING.****Labor Men Write Premier About Ontario Labor Bureau.**

President Verville, of the Trades Congress of Canada, sent a communication to Premier Whitney protesting, on behalf of organized labor, against any change being made in the position of Labor Secretary, held by R. Glockling. While the Ontario Executive Committee of the Trades Congress was in conference with Mr. Whitney and his Cabinet recently, reference was made to Mr. Glockling's position, and the Premier assured them that he had no knowledge of a change being made. Mr. Glockling was giving the Government satisfaction, and there was no reason for his removal.



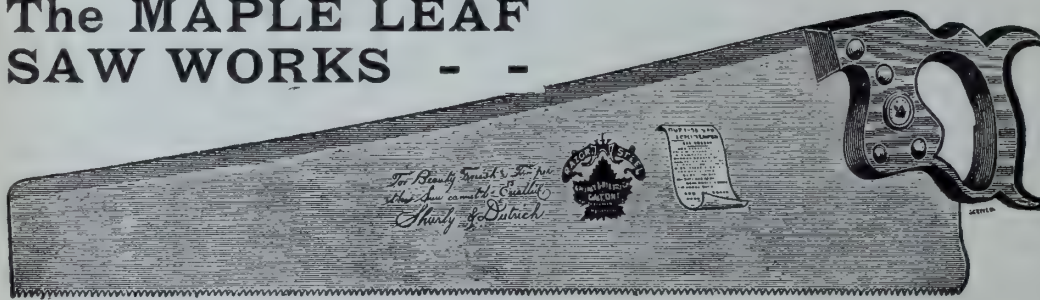


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SAW WORKS - -****Shurly &  
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Manufacturers of all kinds of  
Saws, Plastering Trowels,  
Iron and Brass Bedsteads.  
All saws tempered under our  
secret process, which tough-  
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No mechanic's tool chest is complete without a Maple Leaf Hand Saw.

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**TORONTO**

WIRE, IRON AND BRASS WORKS COMPANY, LIMITED

MANUFACTURERS OF

**Bank and Office Railing, Ornamental Iron Fences**Wire Window Guards, Wire Cloth, Moulders, Riddles, Children's Cots,  
Window Fixtures, Wire Work, Architectural Wrought Iron Works.**67 WELLINGTON PLACE, TORONTO, ONT.**GEO. H. HEES, President.  
(Geo. H. Hees, Son & Co.)R. E. GIBSON, 1st Vice-President.  
(Pres. Conger Coal Co.)DR. GEO. S. RYERSON, 2nd Vice-  
President.**MERCHANTS'  
FIRE INSURANCE CO.**

Capital and Assets, - - \$500,000

JOHN H. C. DURHAM, GENERAL MANAGER

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CHAS. P. SPARLING, Inspector.

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Leader in  
**RUBBER STAMPS**  
MONOGRAMS, SEALS,  
STENCILS, ETC.  
23 ADELAIDE ST. W. TORONTO  
Awarded Diplomas at Toronto.

**W. R. Johnston & Co.**  
LIMITED

Wholesale Clothiers

Cor. Front &amp; York Sts., TORONTO

**Windsor Salt**is one of the good "little  
things" that are indispensable  
in the model grocery.



**SUGAR INDUSTRY WANTS PROTECTION.**

**Representations Made to the Tariff Commissioners at Berlin Sitzings.**

The Berlin sugar industry put forth a strong plea to the tariff commission for encouragement and protection. This is the home of the Berlin beet sugar factory, one of the two large establishments now being successfully operated in Ontario.

The case for the manufacturers was presented by Mr. Hugh Blain, of Toronto, president of the Ontario Sugar Company, who presented a new aspect of the case, namely, that as the major part of the sugar now imported into Canada enters under the British preference, there is left only a protection of 17.8-10 per cent. for the home manufacturer. Showing in some detail the possibilities and advantages of beet sugar manufacture, Mr. Blain argued that the protection should be increased. His contentions were reinforced by a delegation of one hundred farmers who grow beets for this factory, hailing from eighteen different counties, and each wearing a badge indicating the name of his county, and who testified to the success of sugar beet culture as a farm crop.

Mr. G. T. Wolfe, on behalf of the Eaton Company, Toronto, complained of the sugar combine, and asked for its destruction or the removal of the duty.

Perhaps the T. Eaton Company would like to buy sugar at cost price from the factory and sell it at cost price in order to advertise dry goods and wall paper, and make their profit on the latter articles. As it is, the retail grocers find it difficult enough to handle sugar at the small margin they receive, and we are certain they do not want to make it worse.

\*\*\*

**DRY GOODS ASSIGNMENT.**

**Toronto Wholesale House Interested in a Montreal Firm's Failure.**

The big dry goods firm of Trahan Bros., composed of Ernest and Arsene Trahan, have assigned with liabilities of \$15,500. Of the sixty-four creditors, the largest are: W. R. Brock, \$2,400; Hodson, Summer & Co. \$1,500; Greenshields, Limited, \$1,500, and A. O. Morin, \$1,005.

\*\*\*

The Stark Power, Light & Telephone Company have offered to purchase the municipal lighting plant in Paris, making it the centre of supply for electric lighting, power and telephones for a radius of fifteen miles, taking in such places as Galt, Brantford, St. George and Burford. The Town Council have offered to sell their plant for \$50,000.

**TRAVELLERS' BANQUET.**

The date set this year for the annual banquet of the Dominion Commercial Travellers' Association at the Windsor Hall, is December 21. Several Federal and Provincial ministers are expected to participate.

The Toronto Commercial Travellers' Association unanimously elected Thomas McQuillan for president for the ensuing year. This will make it his third year. E. Fielding and J. H. Butler have been nominated for treasurer.

Seven hundred new members joined the Toronto Commercial Travellers' Association this year. There were 67 deaths, for which \$36,000 in mortuary benefits were paid, and there will be a good surplus added to the reserve fund.

There was an increase this year of 380 members in the Dominion Commercial Travellers' Association. The total number of members now exceeds 5,000.

\*\*\*

**BLACKSMITHS ORGANIZE.**

There have been intermittent efforts made by blacksmiths in various parts of the Ottawa Valley to form an organization in their interests, but up to the present nothing workable has been accomplished. Now, however, the brawny smiths have things in shape, and will meet in February to complete their organization. A meeting was held at Carleton Place last week, presided over by Mr. McGillivray of Smith's Falls, at which about fifty were present, and a score of others assured the gathering of their sympathy. The organization is a branch of the Master Blacksmiths' Association, and will include all blacksmiths between Pembroke and Ottawa. Officers will be elected at the meeting in February. The principal objects of the Association are to protect its members from loss and injustice, and by the discussion of live topics at regular meetings to advance their interests and improve their position.

\*\*\*

**STOCK SOLD CHEAPLY.**

The \$200,000 stock in the International Mercantile Agency was sold to Charles Henderson, New York, for \$2,100, the sale taking place at Suckling's. It was attended by Mr. J. P. Langley, who was appointed permanent liquidator of the agency. Mr. Langley will now proceed to realize on the balance of the assets. There is \$10,000 in cash, and some shareholders who have not paid up will be called upon. It is expected that office furniture and furnishings will realize a fair amount.

\*\*\*

Denmark has a co-operative association which embraces 30,000 farmers. It ships 4,000,000 pounds of butter yearly.

**WANT ACT CHANGED**

**Horticulturists Place Views Before Minister of Agriculture.**

A deputation of the officers of the recently-formed Ontario Horticultural Association waited on Hon. Nelson Monteith, Minister of Agriculture, with several requests. They first asked for an amendment to the Agriculture and Arts Acts, placing horticultural societies separate from that of the agricultural societies. They desired that the grant to horticultural societies be distributed on the basis of membership, and that the Government defray the railway fare of one delegate from each society to the provincial convention. Lastly, power to encourage the work of civic improvement was asked. The gentlemen comprising the delegation were: W. B. Burgoyne, St. Catharines; Mayor H. Snelgrove, Cobourg; W. J. Dymond, Belleville; W. R. Franklin, Toronto.

\*\*\*

**BRANTFORD.**

**Applications for Telephone Franchise.**

Three telephone companies are struggling for a franchise in Brantford. The Bell Company desire to hold what they have, an exclusive franchise. The Canadian Machine Company and the Ontario Telephone Company are looking for competitive franchises. The Canadian Machine Company desire a twenty-one years' agreement, with an option for municipal ownership; prices to be \$25 for business and \$15 for residence 'phones, and the Ontario Company want a twenty year franchise at \$25 for business, and \$18 for residence, with certain reductions for party lines.

\*\*\*

**CANADIAN STORE CATTLE**

**Irish Traders Pass Resolutions Protesting Against Importation.**

At the annual meeting of the Irish Cattle Traders' and Stock Owners' Association, resolutions protesting against the importation of Canadian cattle were passed. It was suggested that an organization should be formed to fight it.

\*\*\*

**MR. KOHL PRESIDENT.**

The Metal and Hardware Association has elected the following officers: President, Mr. George A. Kohl; vice-president, Mr. T. L. Paton; treasurer, Mr. A. A. Brown; directors, Messrs. Fred. Bacon, H. J. Fuller, C. H. Godfrey, and W. S. Leslie. The president will be the association's candidate for the Board of Trade Council.



## QUEBEC LEGISLATURE CALLED.

The provincial Legislative Assembly is officially called for the despatch of business on January 18, and an official notice to that effect is published in an extra of the Official Gazette.

\*\*\*

## WILL GIVE CITY CHEQUE.

Profits of This Year's Fair Over  
\$35,000.

Dr. Orr, manager of the Exhibition, will hand over to the city the cheque for the profits of this year's fair. It will amount to a little over \$35,000.

\*\*\*

## NORWAY'S POLICY.

To encourage working people to establish homes of their own, Norway has founded a bank for working men. It lends money at 3 1/2 and 4 per cent., and gives the borrowers forty-two years in which to repay the loan. The total cost of the house must not exceed £160, and the area of land must not be more than five acres.

\*\*\*

## FEDERATION OF LABOR.

Big Labor Body Will Meet in Toronto Next Year.

A despatch from Pittsburgh, Pa., says Toronto will get the Federation of Labor convention for next year.

\*\*\*

## MONEY FOR MONTREAL MARKETS.

When the Market Committee met a request was made that money should be voted to improve the eastern cattle market. It was decided to ask for the sum of \$60,000 for this purpose.

The committee decided to request the Finance Committee to vote the sum of \$107,615 for market purposes for the coming year, apportioned as follows: Salaries, \$20,375; construction and improvements, \$81,050; lighting and heating, \$2,800; contingency fund, \$2,190; and telephones, \$200.

For the Bonsecours Market, \$17,800 is requested, the one large item being \$15,000 for the erection of a roof over the space occupied by the stalls in the Places Jacques Cartier and Le Royer.

Salary increases to the amount of \$1,600 were recommended.

\*\*\*

The Stark Power, Light and Telephone Company have offered to purchase the municipal lighting plant of Paris. The town asks \$50,000.



# Commercial News



The 400-mile area between Calgary and Medicine Hat being irrigated and reclaimed by the C. P. R. will support a population of 500,000.

The citizen that does not vote is about as valuable on election day as the soldier that would throw away his gun.

In Switzerland every male between the age of 20 and 65 is obliged to vote, unless he be a pauper, criminal or a bankrupt. These have not the right of voting.

G. T. Bell, general passenger agent of the Grand Trunk, is making arrangements for a personally conducted tour of merchants and business men of Toronto, through Mexico. The party will visit all the principal cities to study the possibilities of opening up trade between Ontario and Mexico.

The Ontario Lumbermen's Association decided to ask the Dominion Government to place a duty of \$2 per thousand feet upon rough and dressed lumber coming into Canada. If a duty be imposed, the Government will then be asked to put the anti-dumping clause of the law into operation.

The recent convention of the Amalgamated Association of Street Railway Employees at Chicago, Ill., established an old age pension fund, which is the first of its kind in this country in connection with a labor organization. The pension, which will amount to from \$4 to \$12 a month, permits a man to retain his individuality, and does not compel him to enter any home or institution for the care of the homeless or needy.

The new labor law of Pennsylvania, which forces about 12,000 boys out of the anthracite mines, will be rigidly enforced by the officers of the Mine Workers' Union. It provides that no boy under 14 shall be employed outside the mines, and none under 16 inside. A recent investigation revealed the fact that of the 24,000 breaker boys at least half are between the ages of 10 and 14, and will be affected by the new law, and forced from the collieries into the schools.

In Germany the strike in the building trades at Westphalia and the lower Rhine has been definitely settled. An agreement embodying the new working rules, scale of wages, etc., was signed by the representatives of the masters' and men's organizations. The working hours are ten for the whole district, and the scale of wages from 1-5d. to 6 1/2d. according to the size of the towns in the district. The strike and lock-out had lasted three months. The agreement runs until April 30th, 1908.

The American Radiator Company is establishing a factory at Hull, England.

Judge Macbeth, of London, hearing appeals from the Court of Revision, decided that dividends on stocks held by loan companies were not assessable.

The business of Henry Birks & Sons, Montreal, Ottawa and Winnipeg, has been converted into a limited liability company, styled "Henry Birks & Sons, Limited." The capitalization is \$2,000,000.

Thirteen applications for divorce will come before the Canadian Parliament at its next session. Six of the applicants reside in Toronto the good.

The Dominion Government has decided not to interfere with the British Columbia statute, imposing a tax of \$50 on commercial travellers who enter that province from places outside. The Minister of Justice maintains the statute is constitutional.

The Canadian Rubber Company entertained the jobbers who handle their goods, at the Windsor Hotel in Montreal. A feature of the proceedings was an enjoyable banquet. That the visitors will carry home a favorable impression of C. R. goods is assured.

Senator F. L. Beique has purchased the Quebec Southern Railway, and the South Shore Railway for the Delaware and Hudson Railway Company. The Grand Trunk and Intercolonial will now have to meet competition from a big railway on the south shore of the St. Lawrence between Montreal and Quebec.

Geo. A. Haslam, Toronto, for the last twelve years representing Geo. D. Ross & Co., Montreal, in Western Ontario, left this week to take charge of the knitted goods department of the firm in Montreal. Mr. Haslam was one of the best liked travellers on the road, and we wish him much success in his new position.

Fred Thomas, formerly of St. John, N. B., where he represented the National Cash Register Co., has now the territory in Ontario west of London, representing the same concern, with headquarters in Toronto. Mr. Thomas is as successful in Western Ontario in selling goods as he was formerly in the Maritime Provinces.

The employment of Polish miners in some of the coal fields in Scotland has more than once led to disorder. It is reported that the feeling of aversion to the employment of foreigners is growing, and a conflict of some importance has occurred in which several persons were injured.



## Be Sure

When Buying Furniture and Ask Your Dealer for the  
**John C. Mundell & Co.**

Fancy Chairs	Fancy Rockers
Morris Chairs	Morris Rockers
Bedroom Chairs	Bedroom Rockers
Office Tilters	Office Chairs
Hotel Chairs	Rotunda Chairs
Typewriter Chairs	Cafe Diners
Turkish Chairs	Mission Furniture

Arts and Crafts Designs  
Seats for Dens, Smoking Rooms, Etc.  
Library Furniture in Mission Styles, Etc.

Perfect Workmanship  
Admirable Finish  
Beauty of Design

are all characteristic of this make of Furniture. Take none but the best when you buy.

**JOHN C. MUNDELL & CO.**  
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## SUPREME QUALITY Stewart's

CHOCOLATES AND BON BONS

Are made for those who desire

**QUALITY**  
**PURE - DELICIOUS**

We have a beautiful line of package goods and novelties for the Christmas Trade.

Our new  $\frac{1}{2}$  lb. and 1 lb. boxes

**ARE WINNERS**

Write for Samples and Prices.

THE  
**STEWART COMPANY**  
TORONTO LIMITED

It's our business to help make  
your home comfortable.



## What It Means to Have An Account at Brown's

**It means** a cosy home for everybody.

**It means** the same comfort to the wage earner as to the rich man.

**It means** all the household goods you want and desire to suit your condition in life.

**It means** clothing for all the family on the same terms.

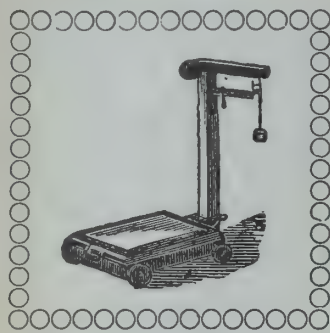
**It means** having all your needs supplied within twenty-four hours, and you use the goods while paying for them.

**It means** that when your goods are but partially paid for and calamity or illness should befall you, no embarrassment or loss can possibly happen to add to your burdens.

Complete Line of Roll Top Desks and Flat Top Desks, Office Filing Cabinets and Systems, Board-room Tables, Tilting and Office Chairs.

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## THE FOX

Brand on a PAIR OF SCALES is your guarantee that you are getting ABSOLUTELY THE BEST SCALE that can be made. We know it because we make them, and we know the MATERIAL that we put in them—NO SHODDY WORK. INSIST ON A FOX.

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dars a good adver-  
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If the Calendar has a picture of the merchant or his store, it is more highly valued by his customer.

Send us your photo or photo of your store and we will make you a high grade cut for the purpose—any size desired.

Your local printer can use the cut and the calendar will be cheaper and more attractive than the many fancy designs.

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**ENGRAVERS**  
TORONTO

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SPECIAL LINES OF FOOTWEAR

**"The Traveller"**

A man's fine \$3.50 shoe.

**"The Artisan"**

Staple shoe made for the masses.

**"The Royal Purple"**

Ladies' fine shoe, nobbiest line on the market.

**"The Tru-Fit"**

None better, few as good.

Woman's shoe, retails \$2.50.

## YORK

**METAL POLISH.**

Liquid or Paste

**QUICKEST—CLEANEST—BEST**

Sample Show Cards, Circulars,  
Given Free with Every Order.

SEND FOR SAMPLES, PRICES, ETC., TO

**ANGLO-CANADIAN  
SUPPLY COMPANY,**  
Saturday Night Building.

Protect Your Property

WITH THE

**DIAMOND  
Fire Extinguisher**

A dry powder put up in metal tubes 22 inches long. Hangs on strong nail or hook.

It will instantly extinguish the most furious flames of wood or oil.

Guaranteed by best Canadian authority.

WRITE FOR DESCRIPTIVE CIRCULAR TO

THE  
**Diamond Dry Powder  
Fire Extinguisher Co.,**  
LIMITED

120 Victoria St.

**TORONTO**

Agents Wanted.

**2**

**Soap Leaders**

**Silver Star**

(CAKE) and

**Royal City Bar**

Manufactured by

**Guelph Soap Co.,**

**GUELPH, Ont.**

P. O. Box 45

Phone 396

WRITE FOR PRICES





# ACME TONIC

Unequal Restorer.  
The Best Appetizer  
Known.

Phosphated Wine of  
Cinchona Bark

Of The Rev. Trappist Fathers of Oka.

**Motard, Fils  
& Senecal**

General Agents and Wholesale  
Importers of

**Wines and Liquors**

Office and Warehouse, **MONTREAL**  
5 ROYAL PLACE.

Phones: Bell Main 4495. Merch. 962

## The MERCHANTS' COUNTER Check Book Co., Limited

Manufacturers of

**COUNTER CHECK BOOKS  
AND CASH SALES SLIPS**

Our Brands are

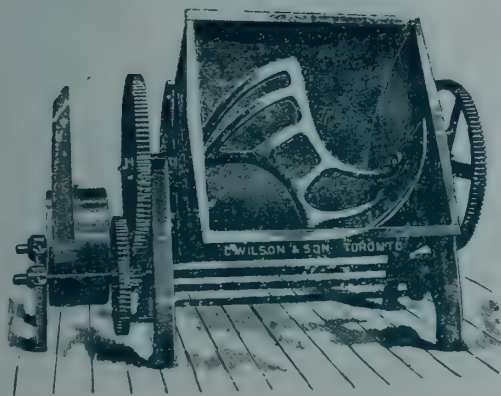
**The Favorite, Criterion and Record**

We make a specialty of Check Books for  
Loose Leaf Ledger Systems. Write for Samples  
and Prices.

Phone Main 1956

**34 Colborne Street, Toronto**

Telephone Main 319.  
Established 52 Years.



**C. Wilson & Son**  
LIMITED,

**BAKERS' & BUTCHERS' TOOLS**  
♦ ♦ DOUGH MIXERS AND ♦ ♦  
♦ SAUSAGE MACHINERY ♦

**67 Esplanade Street East,**  
TORONTO - CANADA.

## *Honesty is the Best Policy*



**B**UT one must be honest to themselves also. We believe  
in giving good measure just as much as anybody does,  
but when it comes to giving away all your profits, it is  
a very different matter.

**WILSON'S SCALES ARE HONEST  
♦ ♦ TO BUYER AND SELLER ♦ ♦**

They weigh accurately, giving full measure and yet retain  
the profit for the grocer.

Let us send full particulars of our BALL BEARING COM-  
PUTING SCALE OFFER, upon easy terms of payment.

**C. WILSON & SON,**  
LIMITED  
CANADIAN MANUFACTURERS FOR CANADA,  
**67 Esplanade Street East, TORONTO**

# ONTARIO SUGAR CO.,

LIMITED

BERLIN, ONTARIO

Manufacturers of

## Extra Standard Granulated Sugar

ANALYSIS PROVES that Sugar made from CANADIAN  
BEETS has the same properties as that made from foreign Cane

TRY IT AND SATISFY YOURSELF

# You Sell SYRUP

There is more Table Syrup used by your customers during the winter season than at any other time of the year. This fact is known to every grocer, but the GREAT FACT that the selling of the BEST and MOST SATISFACTORY Syrup pays in the long run is often overlooked.

#### PUT UP IN TINS—

2-lb. tins—cases 2 doz.	Also in brls., ½ brls.
5 " " " 1 "	Kegs and Pails
10 " " " ½ "	
20 " " " ¼ "	

Freight paid on 5 cases and over to all railway  
stations East of North Bay.

Try

"Crown"



Brand

## TABLE SYRUP

AND INCREASE YOUR TRADE.

FOR SALE BY ALL JOBBERS

### EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East,  
TORONTO, ONT.

Works:  
CARDINAL, ONT.

164 St. James St.,  
MONTREAL, P.Q.



THE  
**Retail Merchants' Journal**  
OF CANADA

Vol. 4

January, 1906

No. 1

All Retail Merchants United



The Official Organ of  
**The Retail Merchants' Association of Canada**

TORONTO OFFICE: 21 RICHMOND ST. WEST

MONTREAL OFFICE: 88 ST. DENIS ST.

Flavor,  
Keeping Quality,  
Purity,

**3** Good  
Points  
THAT DRUGGISTS  
FIND IN

## Bates' Hard Boiled Confectionery

### COUGH CANDIES.

BROWN  
COUGH,  
BLACK  
COUGH,  
HOREHOUND,  
MENTHOL.

### WE EXCEL IN

RASPBERRY,  
STRAWBERRY,  
PINEAPPLE,  
ORANGE,  
LEMON,  
CHERRY.

### OTHER POPULAR FLAVORS WE MAKE ARE—

BUTTER,	MAPLE,	ROSE,
LIME,	NECTAR,	MIXED FRUIT,
CHOCOLATE,	VANILLA,	SEN-SEN,
PEAR,	PEACH.	

WE GUARANTEE OUR GOODS.

WRITE FOR PARTICULARS.

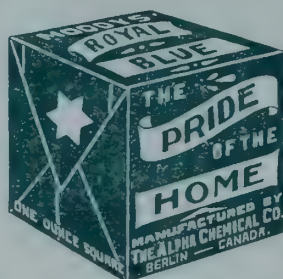
**BATES MANUFACTURING CO.,**

9-11 FRANCIS ST.

Limited

TORONTO, CAN.

MADE IN CANADA



BY



**THE ALPHA CHEMICAL CO.**  
BERLIN, ONT.



For Sale by all Leading Wholesale Houses.

One of the most seasonable and most profitable lines  
for grocers now is

# Table Syrup

"Crown"



Brand

### PUT UP IN TINS—

2-lb. tins—cases 2 doz.	Also in brls., ½ brls.
5 " " " 1 "	<b>Kegs and Pails</b>
10 " " " ½ "	
20 " " " ¼ "	

Freight paid on 5 cases and over to all railway  
stations east of North Bay.

is of all Syrups the most perfect, purest, healthiest  
and most satisfactory. It is the product of the  
finest selected corn—a line that will receive the  
approval and repeat orders of your customers.

Ask your Jobber for "Crown" Brand

**EDWARDSBURG STARCH CO'Y, Limited**

ESTABLISHED 1858

53 Front St. East,  
TORONTO, ONT.

Works:  
CARDINAL, ONT.

164 St. James St.,  
MONTREAL, P.Q.





THE MARK OF QUALITY

# To the Retail Merchants of Canada

We make and sell everything in Rubber.

In General Rubber Goods our line is more extensive than that produced by any other Rubber Company in the world.

When buying Rubber goods, insist on our product. Your own margin of profit will be safe—your customers will be entirely satisfied.

"Canadian" Rubbers—The Retailer handling our Rubber Footwear is supported by extensive advertising of the most aggressive and up-to-date character.

"Canadian" Rubbers always please—high quality, up-to-date fit and wear.

Look for our Trade Mark when buying your Rubber Goods. It's a protection.

## THE CANADIAN RUBBER CO. OF MONTREAL, Limited

Halifax. Montreal. Toronto. Winnipeg. Vancouver. ESTABLISHED FIFTY-ONE YEARS

## SOMETHING WHICH SHOWS PROMISE

of being of service to you, or your business, should be investigated. The fact that thousands of wholesale and retail merchants and grocers, all over the world, are handling

## "FIVE ROSES" FLOUR

should convince you that it will pay you to investigate the claims we make for this brand.

## LAKE OF THE WOODS MILLING CO'Y, Limited

Montreal  
Ottawa

Winnipeg  
Toronto

Keewatin  
Quebec

London, Ont.

Portage la Prairie  
St. John, N.B.

# "EMPRESS"



Laced and Wunderhoox,  
Fine Light Jersey Gaiter,  
List Price, - \$2.50.

**The Maple Leaf Rubber Co.,**  
LIMITED

THE  
**G. V. OBERHOLTZER CO.,**  
LIMITED,  
BERLIN, ONTARIO,

Manufacturers and Jobbers of

## Boots and Shoes.

WE MAKE SPLENDID WEARERS  
WE MAKE SPLENDID FITTERS  
In Standard Screw and McKay's

We show Attractive, Well-fitting,  
Up-to-date Goodyears and Turns

MAIL ORDERS RECEIVE SPECIAL ATTENTION

## "Maltese Cross" and "Lion" Rubber Heels

Just soft enough to give  
the most comfort

Just hard enough to give  
the most wear

MANUFACTURED SOLELY BY

**The Gutta Percha and Rubber Mfg. Co.**  
of Toronto, Limited

HEAD OFFICES:

Branches  
MONTREAL  
WINNIPEG  
VANCOUVER

47 Yonge St.,

TORONTO, Can.

## MR. GROCER

I am making as good a baking  
powder as you can buy in  
Canada to-day, and selling it  
at prices that will show you  
a good profit:

I solicit a trial order from  
you for

## EAGLE BAKING POWDER

And I guarantee every tin to  
give satisfaction.

**J. H. MAIDEN**  
MONTREAL



# THE Retail Merchants' Journal OF CANADA

The Official Organ of  
The Retail Merchants' Association of Canada

TORONTO, CANADA

JANUARY, 1906

## TO MAKE TORONTO A BEAUTIFUL CITY.

Architects Take Up Question Discussed by the General Executive Board of Toronto Branch of the Retail Merchants' Association of Canada.

The Ontario Architects' Association held their annual banquet in Toronto on the evening of Tuesday, the 16th of this month. The question under discussion was one along the same lines as suggested at the last meeting of the General Executive Board of the Toronto Branch of our Association. The phase of the question discussed by the architects was the beautifying of the city of Toronto by the purchase of suitable lands in the suburbs for public parks and drives, and also the laying out of certain diagonal streets so as to give quicker access to the distant parts of the city. Mr. W. A. Langton outlined the proposed plan, which at present had not been extended quite to take in the Island. The water front would be the first to be improved by making modern facilities for steamboat traffic and access by street railway to the water, the planting of trees at suitable places, and otherwise making the water front convenient in every way, and a place with pleasant and beautiful surroundings. Drives would be laid out connecting the various parks with each other and with certain parts of the city that would make the parks easily accessible. Avenues, lined with shade trees, would be built along both banks of the Humber river, and Humber Bay would be improved in keeping with the whole plan. There would also be drives in the Don valley, and other drives making connections as far east as the hilly country in the neighborhood of Victoria Park and the town of East Toronto. There would also be provision for open spaces for playgrounds and other uses. All these

drives and boulevards would be free from street railway tracks, and special provisions would be made for automobiles. There was a remarkable movement sweeping all over America—a movement of the common people of cities to make the surroundings of their cities beautiful. Now was the most suitable time for the people of Toronto to take up the matter, for the longer it was delayed the higher the prices they would have to pay for the lands required for the improvements. It was suggested that with an expenditure of even \$100,000 a year an enormous amount of civic improvement could be accomplished in the course of a comparatively few years. Plans have been prepared by the Guild of Civic Art, an organization formed to promote the scheme.

The scheme was discussed at length, and a committee was appointed to call a larger meeting of representative citizens in order to form a permanent organization. The committee was composed of Sir Henry Pellatt, Mayor Coatsworth, and Messrs. Byron E. Walker, Frederic Nicholls, and Mr. Langton.

\*\*\*

## A NEW AMERICAN GUN.

A new type of siege gun has been completed by the Ordnance Department of the Rock Island Arsenal, and has been shipped to the Sandy Hook proving ground at New York for a test. The new weapon has a calibre of 4.7 and throws a sixty-pound projectile. This is five pounds heavier than the projectile now thrown from the 5-inch siege guns, which are to be replaced with the new models if the gun to be tested at Sandy Hook proves satisfactory in every way. The chief characteristic of the new gun is long recoil. It is said that this gives a steady carriage and that the carriage will not jump when the gun is fired as in the case with the gun now in use, thus permitting a more rapid fire.

## AN OPEN LETTER TO THE RETAILERS.

Dear Mr. Retailer:

Another New Year has passed and our wishes are that it shall be a prosperous New Year to all. Let us go hand in hand as we have in the past so that, at the end of the year, we may look back with great satisfaction at our year's business.

We are placing our advertising in your Journal because we want your Association to receive the benefit of it. And more than that: we like your Journal, we like to read all the news of your Association Branches, and often we take it to our homes to read, when we have not time to do so in our office.

We would like to suggest to you that you should have "Member of the Retail Merchants' Association" printed on your letter heads, so that when we receive your letter, we can see at once that you are a member, and we assure you that you shall receive the best of our attention.

We wish you a prosperous year as an Association, and we trust that your suggested amendments to the legislation in both the Dominion and Provincial Houses will be as successfully passed as was the case last year. We are

Faithfully yours,  
The Wholesale Merchants  
of Canada.

\*\*\*

## ALI BABA'S PRAYER.

O God, help me to win, but, if in  
Thy inscrutable wisdom thou  
Willest me not to win, then, O  
God, make me a good loser.

\*\*\*

That man only is worthy to be called  
Educated who is able to do at least  
One useful thing well; who has a  
Sympathy which is universal  
And who is in the line of evolution.



## Trade Bringers

### The Leader Barrel Churn

New Model (Style "E.")  
Angle, Steel Frame, Bicycle Ball Bearings, Hand and Foot Combination Drive, quickly detachable from Barrel. Spring attachment to treadle, giving an easy and elastic motion.

### The New Century (Ball Bearing) Washing Machine

Has been on the Canadian market about three years. It has been said that: "The memory of equality lasts long after the price has been forgotten."

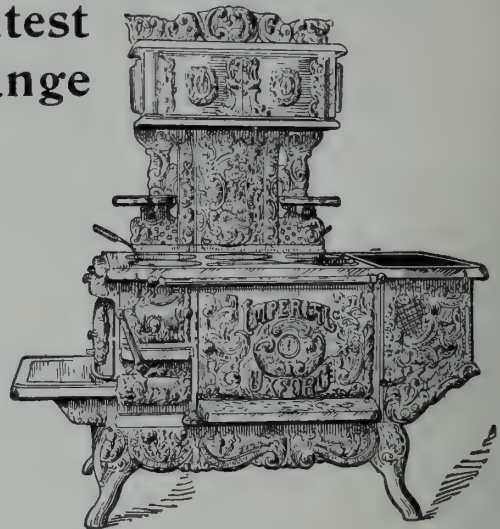
This applies to the New Century most emphatically.

It is built to satisfy, and it does satisfy both the dealer and user.



**The Dowswell Manufacturing Co., Ltd.,**  
HAMILTON, CANADA.

## Gurney's Latest Range



### The Imperial Oxford

Is the Most Up-to-date Range on the Market and the Most Economical Fuel Saver with Defusing Oven Flue, Draw Out Oven Racks and Grate Draw Out in front. Sold at

**GURNEY'S, 231 Yonge St. and 287 College St.**



## Customers Can Count

That a storekeeper who uses a National Cash Register has newer stock, better methods and satisfactory prices. A merchant who is up to date in his methods of keeping accounts is up to date in other ways

Where a cash register is used there are no disputes over change, money paid on account, bills sent twice. It safeguards purchases made by servants or children

*Storekeepers are invited to send for our representative who will explain N. C. R. system*

**N. C. R.  
Company**  
Dayton Ohio

*Tear off here and mail to us today*

Please explain to me what kind of a register is best suited for my business  
This does not obligate me to buy

\_\_\_\_\_  
Name

\_\_\_\_\_  
Address

\_\_\_\_\_  
No. of men



### PERPETUAL PURCHASERS' EXCURSIONS.

Members of the Toronto Branch of the Canadian Manufacturers' Association Think that the Matter is Outside Their Jurisdiction.

At the regular monthly dinner of the Toronto Branch of the Canadian Manufacturers' Association, held Thursday evening, the 18th January, at McConkey's dining parlors, the question of the Association taking up the matter of arranging for the inauguration of some plan for offering inducements to the merchants of the Dominion to come to Toronto to make their purchases was very fully discussed. There was a very pronounced difference of opinion as to the advisability of the Manufacturers' Association taking the matter up, many of those present being of the opinion that, so far as the city of Toronto was concerned, it was rather within the province of the Toronto Branch of the Retail Merchants' Association of Canada and the Board of Trade, which organizations were well qualified to take up that work, but the matter was finally left to a committee to consider more fully, and report later to the Association.

Some seventy or more representative manufacturers sat down to dinner, after which the chairman, Mr. W. B. Tindall, of the Parry Sound Lumber Company, stated the subject appointed for discussion, expressing the opinion that the Manufacturers' Association was quite right in discussing all questions that affected the welfare of the city, although all such questions might not come directly in the line of their work. He called upon the Secretary of the Branch, Mr. J. F. M. Stewart, who gave a thorough explanation of the plans adopted by the Chamber of Commerce of the city of Buffalo and the Board of Trade of Grand Rapids, Michigan, to draw the retail merchants of the surrounding country for many miles to those cities to do their buying by coming into personal contact with the manufacturers and wholesalers. He read letters from the Secretaries of those organizations, accompanied by various documents explaining their systems, which they claimed to be very satisfactory in their results. The general feature of these plans was to give the merchant a rebate on railway fares, graded according to the distances travelled and the amounts of goods purchased. Certain weeks were set apart for the visits of the outside retail merchants to the cities. The Secretary also stated that a year ago the matter had been taken up by the Toronto Branch of the Manufacturers' Association, and the railways approached to grant reduced fares to outside merchants visiting Toronto during certain specified weeks, but that the railways could not be induced to do anything in the matter. It was, therefore, thought

desirable by some members of the Association that some such plan be adopted in Toronto as those in operation in the American cities mentioned.

Mr. J. S. McKinnon thought that many good results would follow if some plan be devised to bring outside merchants to Toronto to buy, so that the manufacturers and wholesalers and their customers might be brought into personal contact with each other. He considered that the members of the Retail Merchants' Association of Canada would also have to be taken into the scheme if it were to be a success.

Mr. J. A. Murray, of the Toronto Carpet Manufacturing Company, did not see how a plan such as that proposed would be of any special benefit to manufacturing firms, and put forth a number of arguments to support his opinion.

Mr. Phineas Burton and Mr. Northway supported the proposed plan.

Mr. Geo. E. Amyot, of Quebec, said that the idea was well worth considering, but he thought it would be more fitting that the retail merchants take the matter up.

Mr. S. B. Brush did not think the matter was one for the manufacturer to deal with at all, but that if the Board of Trade and the Toronto Branch of the Retail Merchants' Association were to confer on the matter a feasible scheme might be devised.

Mr. John Dick and others also expressed views for and against, after which the chairman called for a vote on the question, which resulted as above.

Mr. C. C. Ballantyne, of the Sherwin-Williams Company, of Montreal, was called upon, and gave his opinion that the meeting had done very wisely not to take the matter up without fuller consideration. The members then dispersed.

\*\*\*

### DOMINION GOVERNMENT WILL IMPROVE UPPER LAKE PORTS.

Plans are being prepared whereby the Government will undertake a comprehensive scheme for the improvement of the leading Canadian ports on the Upper Lakes, so that the large type of grain carriers, drawing up to 20 feet of water, may be able to develop trade by the Canadian route between Port Arthur and Fort William and the ports of Depot Harbor and Midland, and a new deep-water port to be established by the Canadian Pacific at Victoria Harbor near Midland.

The Canadian Pacific's chief port on Georgian Bay hitherto has been Owen Sound, but the policy of the company is to erect an entirely new terminal at Victoria Harbor not far from Midland, and to connect it by a piece of new road with their Toronto-Montreal line at Peterboro'.

### INTERNATIONAL EXHIBITION IN NEW ZEALAND.

Mr. D. H. Ross, Canadian Commercial Agent, writing from Melbourne, says:—

During the absence in Canada of my confrere, Mr. J. S. Larke, I have for some time been in correspondence with the Executive Commissioner of the New Zealand International Exhibition, which is to be opened at Christchurch in November, 1906. As many lines of Canadian goods receive a tariff preference in New Zealand, the desirability of Canada being strongly represented at the Exhibition must be obvious to manufacturers throughout the Dominion. The only previous International Exhibition held in New Zealand took place at Dunedin some fifteen years ago.

The Government of New Zealand has appointed the Secretary of the Canadian Manufacturers' Association, Toronto, as their special representative in Canada to approach Canadian manufacturers and place before them the advantages of exhibiting at the New Zealand International Exhibition to be opened at Christchurch in 1906. Outside this special representation the Government of New Zealand is in communication with the Dominion Government, and it is proposed to appoint an Official Commissioner to assist the developments of the project in Canada generally. The steps being taken to advertise and make known the benefits likely to accrue to Canadian manufacturers in making a representative display it is to be hoped, will bring about the desired results.

\*\*\*

### WHAT WE ARE COMING TO.

We have boiled the hydrant water,  
We have sterilized the milk;  
We have strained the prowling microbe  
Through the finest kind of silk;  
We have bought and we have borrowed  
Every patent health device,  
And at last the doctor tells us  
That we've got to boil the ice.  
—Exchange.

\*\*\*

### TRADING STAMP ACT TO BE ENFORCED.

A delegation from the Dominion Board of our Association waited upon Sir Wilfrid Laurier and requested him to see that the Trading Stamp Act is vigorously enforced. He promised to do all in his power to see that the legislation is properly carried out.

Premier Gouin of the Province of Quebec was also called upon and he declared that he will see that the new Act is strictly adhered to. The same course will be pursued in all the other provinces.

# STARCH.

FOR FAMILY USE

## IVORY GLOSS

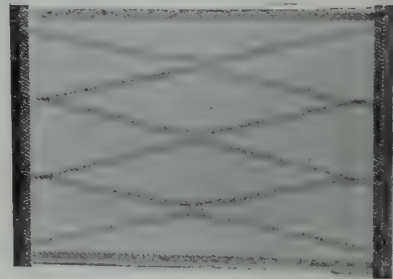
IS THE CHOICE IN EVERY  
FIRST-CLASS HOUSEHOLD.

**St. Lawrence Starch Co.**

MANUFACTURERS

THE  
**ELMIRA SPRING BED  
AND MATTRESS CO.,**

ELMIRA, ONTARIO.



WHOLESALE MANUFACTURERS OF ALL KINDS OF

Bed Springs and Mattresses,  
Wool and Feather Pillows.

WRITE US.

## BE IN THE RACE SELL



Gives a Black polish, not Blue. In the patent safety box, Clean Hands, Clean Clothes, Clean Shoes.

The biggest combination in the world for 10 cents.

BIG BOX, BIG SHINE, BIG HURRY

**DOMESTIC SPECIALTY CO.**  
HAMILTON, CANADA

## Pot Barley Pearl Barley Pure Barley Feed

WRITE US FOR QUOTATIONS.

Our New Mill is now running. It is better and larger than the old mill burned in November 1904. The Plant and Machinery are the latest improved.

OUR GOODS WILL SATISFY YOUR CUSTOMERS

**John Mackay Co., Ltd.**  
BOWMANVILLE, ONT.



The  
**Retail Merchants'  
Journal**  
of Canada

THE OFFICIAL ORGAN  
of  
**The Retail Merchants'  
Association of Canada**  
(INCORPORATED)

"All Retail Merchants United"

PRICE, \$2.00 PER ANNUM,  
IN ADVANCE

Correspondence is invited, but we do not hold ourselves responsible for the statements or opinions of those using our columns.

Copy for change of advertisements must be sent to the office, 21 Richmond St. West, Phone M. 2316, not later than the 1st of each month.

Secretary and Editor, E. M. TROWERN  
21 Richmond St. West, - - Toronto

Treasurer, J. A. BEAUDRY,  
88 St. Denis St., - - - - Montreal

JANUARY, 1906

### DANGERS FROM ELECTROLYSIS.

The destruction of gas and water pipes through the action of electricity is beginning to attract serious attention in Toronto. A number of cases have been found where the pipes have been almost eaten away, and others where a great deal of damage has been done. If not speedily remedied the result will undoubtedly be that serious breaks will occur, and the city may be put to large expense in repairing water pipes, and may also be made a defendant in suits for damages brought by the Gas Company. It is claimed that the fault lies with the systems of the Street Railway and Electric Light Companies. Public attention is being called to the matter in the press and by civic officials, and in the course of time an investigation may ensue.

\*\*\*

—The Canadian Northern Railway recently ran a special train between Winnipeg and Edmonton, a distance of 830 miles in

twenty-eight hours, being an average of thirty miles an hour, including all stops. This is considered a remarkable performance over a new roadway, and is an example of enterprise that is characteristic of the builders up of the Canadian West

\*\*\*

—Officers and members of all Branches and Sections of our Association are requested to send all Association news or items of general interest to retail merchants in to our office before the 10th of each month, so that they can be inserted in this Journal.

\*\*\*

### STANDARD OIL NEXT.

#### U. S. Administration About to Extend Anti-Trust Campaign.

It is estimated that the Administration at Washington is about to extend its anti-trust campaign, and the report is current that the Standard Oil Company is one of the corporations that will figure in the developments soon to appear. James R. Garfield, Commissioner of Corporations, will soon complete his enquiry into the operations of Standard Oil, and it is said that immediately following the publication of his report in January the Administration will make clear what it intends to do with reference to allegations affecting this great concern.

\*\*\*

### LONDON MOTOR BUSES.

#### Increase from Twenty to Over Two Hundred in a Year.

The great progress made by the motor-omnibus in the streets of London during the past year is best realized from the fact that while on January 1, 1905, only twenty of these vehicles were running, their number had increased by January 1 this year to no fewer than 230.

These figures are taken from the "Commercial Motor," the official organ of the Society of Motor-Omnibus Engineers, which also gives the following table, showing the principal owners of the new omnibuses:—

London Motor Omnibus . .	58
London Road Car . . . . .	53
London and District . . . . .	26
London General . . . . .	23
Thomas Tilling . . . . .	16
London Power Omnibus . .	12
Associated Omnibus . . . . .	9
New London Suburban . . .	6
Birch Bros. . . . .	5
Star Omnibus . . . . .	5
Other firms . . . . .	17
Total . . . . .	230

### GOVERNMENT REGULATION OF PRICES FOR HOGS.

A meeting was held a few days ago at the Department of Agriculture at Toronto between pork packers and other interests concerned in relation to the controversy that has arisen respecting the supply and prices of hogs. The idea is to reach an understanding as to prices to be paid to farmers for hogs. The packers claim that since the embargo on American hogs there has been a shortage which the farmers of Ontario have not helped to relieve, many of them having on the contrary demanded increased prices. On the other hand, the farmers contend that the packers are not paying fair prices. An attempt is, therefore, to be made to bring the two parties together, and to assist as far as possible in reaching a solution of the difficulty. Those present at the meeting were: Hon. Mr. Monteith; Messrs. John Dryden, ex-Minister of Agriculture; W. F. Hodson, Dominion Live Stock Commissioner, and W. L. Smith.

\*\*\*

### AGAINST DEPARTMENTAL STORES.

At the approaching meeting of the Wholesale Grocers' Association in Montreal a determined effort will be made to get the wholesale grocers to combine to refuse sales to the departmental stores.

The retailers find that their business has been more seriously affected than any other by the departmental competition because of the staple lines of goods they have to handle. The movement is headed by the Toronto and Hamilton Grocers' Guilds, and strongly supported by retail grocers.

\*\*\*

### COMMISSIONER OF INDUSTRIES.

#### Toronto May Appoint One.

The Legislation and Reception Committee of the city of Toronto has endorsed the scheme for the appointment of a Commissioner of Industries, whose chief work will be along the lines of negotiating with manufacturing firms with a view to their locating in Toronto. It is said that Dr. Orr, manager of the Industrial Exhibition Association, is the most likely man to be appointed to the position, the work of which would fit in well with his present line of duties as manager of the Exhibition.

\*\*\*

### BIG OUTPUT OF SUGAR.

The present season has been a record one in the sugar industry, and the output of the big Knight plant will total 4,800,000 pounds.

## THE ROCHESTER LAMP CO.

Call attention to their large stock of

**Oil and Gas Lamps, Glass Shades,  
Chimneys, Burners, Etc.**

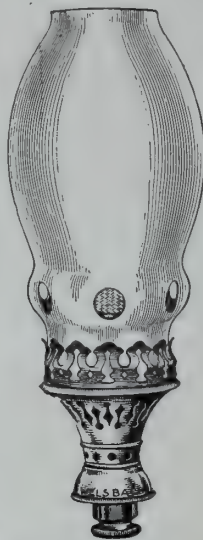
If you want the best  
selling Gas Lamp  
write us for either

**The Welsbach,  
No. 71.**

**The Lindsay,  
No. 5.**

OR

**The Wieduhold**



We also have a full  
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They are appreciated by cultivated musicians  
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**CLEAN—ABSOLUTELY PURE—NO HULLS.**

**GOLD MEDAL**

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**MUST BE GOOD OR NO MEDAL.**

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HAD OF ALL THE LEADING JOBBERS.  
WE INVITE CORRESPONDENCE WHERE  
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OBTAINING OUR GOODS.

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NIAGARA FALLS, ONT.**



## The Present Criminal Law Regarding Trade Combinations a Dangerous and Unfair Piece of Legislation

In our last issue we referred to the relative position of trade associations and joint stock companies doing business under a Government charter. As the investigation into the various hardware agreements is unfolded we are more and more convinced that unless some wise Government proposal is made so as to regulate in an intelligent and equitable manner the objects sought after by these various trade associations the result will be, that instead of having a number of separate wholesale houses, operated by individuals, and who discuss their trade interests through an association, that the associations will be abandoned; and they will amalgamate and form one company under a Government charter so as to escape personal responsibility, and so that they can do legitimately what they are now being charged with doing illegitimately through an association. As an illustration of our position we will suppose that all the nail manufacturers of Canada came to the conclusion that they were not making sufficient profit out of nails, that labor organizations were forcing up the price of labor on the raw material, on the price of their machinery, on the building of their factories, and on other utilities, etc., and that in order to meet this increase and to save themselves from doing business at cost price or less, they would all amalgamate, secure a charter, and form one company, and cut down every possible expense. Competition therefore, in the nail manufacturing business would cease, and there would be only one source of supply.

If the wholesale hardware dealers were to also decide that they could do under one charter what they cannot do through an association, or under several independent charters, and escape personal responsibility; and they also united in one company, and se-

cured a Government charter and made a contract with the Nail Manufacturing Company to take their entire output of nails, and thus relieve them from any risk or any trouble in collecting accounts, etc., what position, then, would they be in regarding the present Criminal Code relating to combinations? In our opinion the Criminal Code could not prevent them from doing this unless it was proven that they endeavored, as stated in the Act, "to unduly prevent, limit or lessen the manufacture or production of any such article or commodity, or to unreasonably enhance the price thereof," or "to unduly prevent or lessen competition in the production, manufacture, purchase, barter, sale, transportation or supply of any such article or commodity." Under these circumstances if, through the economy of amalgamation, they could afford to sell at the old prices and make more money than they made before, they certainly could not be charged with "unreasonably enhancing the price," as all evidence of comparison would be swept away. The manufacturers could not reasonably be charged with combining, as the Government gave them permission when they granted the charter, and the wholesale company could hardly be charged with conspiring, as they also had a charter, and, as they would only have one source of supply to purchase from, and they being an individual company could arrange as to what price they would sell to the retail trade; and who could prevent them?

Under our present Act, if it can be shown that all the manufacturers in a given line should form themselves into an association, and they should unite with a wholesale association to secure legitimate prices, or to prevent their goods from getting into the hands of "vicious price-cutters," department stores, buying clubs

or syndicates, or into the hands of a host of peddling jobbers, who over-run every commercial community in the land, and who unsettle legitimate commerce, these associations and the individual firms who compose them immediately place themselves in a position to be dragged before a police magistrate and be charged as criminals with violating the criminal law. They say this can be done because it is so specified in the Act. Is it any wonder, then, that monopolies, trusts, combines, mergers, etc., are being formed in Canada when legislation is made to force business men into these things? If any reasonable business man will read the present Act carefully he will find that the members of any association who meet together for the purpose of securing an honest profit can be subjected to the scrutiny of the courts by the complaint of any "price cutter" who wishes to put in evidence that the retail trade had agreed with the wholesale trade to have said cutters' actions curtailed; and if the judges and lawyers, who have had no practical experience in trade matters, so decide, they can exact a fine on every member of either association, not to exceed \$4,000 or less than \$200, or to two years' imprisonment. This is according to Canadian criminal law, framed to govern intelligent business men, who are striving to build up Canada, and who have large financial interests in the community, and are endeavoring to leave good reputations behind them.

We are not at all surprised at finding such a dangerous piece of legislation on the statute books, because business men in the past have been asleep to their own best interests. They have allowed lawyers, farmers, doctors and men from other professions to make legislation on subjects they were totally ignorant of; and there has been no

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active association of business men until our Association was formed to take up important matters of this kind. If manufacturers, wholesalers, Boards of Trade, Chambers of Commerce or Bankers' Associations went to the Legislature for a change in this Act, the cry would immediately be raised that, as they were of the capitalistic class, they should not be granted any change in the present clumsy and unfair legislation. We make no apology for our denunciation of the present Criminal Code regulating trade and commerce, because we believe it never was the intention of the framers of that Act to so entirely place the brand of criminality on any business man or association who attempts to "agree or arrange with any other person." Of what use is an association if they cannot "agree and arrange" among themselves or with any other public body, always having in mind that they should agree fairly, honestly, and equitably, and not "unduly limit" or "unduly prevent"; but, as we said before, should business men who are not afraid to make public their actions, be judged by lawyers and professional men as to whether they are "unduly limiting" or "unduly preventing" vicious price-cutters? When lawyers form an association, and professional matters require to be adjusted, or if lawyers overcharge and merchants complain, do they submit their accounts to business men for adjudication? Oh, no; they have a taxing master, who decides on a scale fixed by themselves through their association, and the only mode of settlement is to pay, or, as E. Douglas Armour, K.C., replying to the toast of the "Bar," said: "Ours is a large trades union, with a high protective fence; and, fortunately, it is a combination that is protected by statute."

Passing from the lawyers, let us consider the position of the "labor unions." Section 517 of the Criminal Code says: "The purposes of a trade union are not, by reason merely that they are in restraint of trade unlawful within the meaning of the next preceding section."

518. No prosecution shall be maintainable against any person for conspiracy in refusing to work with or for any employer or workmen, or for doing any act, or causing any act to be done for the purpose of a trade combination unless such act is an offence punishable by statute."

519. The expression, "trade combination," means any combination between masters or workmen or other persons for regulating or altering the relations between any persons being masters or workmen, or the conduct of any master or workman in or in respect of his business or employment, or contract of employment or service; and the expression "act" includes a default, breach or omission." In plain, simple English it means that workingmen can form a combination, fix prices, refuse to work with non-union men, enter into agreements with employers, "conspire in refusing to work with or for any employer or workman," and yet they do not come within the power of this Act, because they have been clever enough and politically strong enough to secure an exemption clause. The farmers hold meetings all over the country which are contributed to by public money; they are attended by Government officials, who assist them to fix prices, and "agree and arrange" among themselves regarding fruit, flowers, honey, grain, hogs, etc., and yet, if manufacturers, wholesalers or retailers should meet together to consider the price of staple articles and endeavor to equalize the value of commercial commodities so as to safeguard the commercial and financial interests of this country, they must meet in a cellar, not be able to speak above a whisper, or live in constant fear that some yellow journal will be double head-lining them as a set of rascals, and perhaps they may be marched off to the police court. Is it reasonable that respectable business men are going to be discriminated against in this manner? Not at all.

Our Association has always endeavored to stand up for the rights of all commercial classes, and we will certainly not sit idly

by now and see the interests of commerce sacrificed while other classes have secured for themselves places of refuge. This whole question should be taken up by the Dominion Government at the next session of the House, and an intelligent committee or commission appointed to go fully into every feature of the Act, and adjust it so that the merchants as well as the public will be safeguarded. In our opinion the commission should consist of capable business men, who would receive evidence from all interests concerned, and then report at an early date to the Cabinet Ministers so as to be in time to have the present dangerous and discriminating Act amended, otherwise very soon there will not be left any independent wholesale or manufacturing houses in Canada; they will all gather under the protecting wing of Government charters, forming trusts, mergers, or huge joint stock companies, or go out of business. The retail trade are, therefore, very much interested in having prompt action taken in this important matter.

### Protect Your Property

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## DIAMOND Fire Extinguisher

A dry powder put up in metal tubes 22 inches long. Hangs on strong nail or hook.

It will instantly extinguish the most furious flames of wood or oil.

Guaranteed by best Canadian authority.

WRITE FOR DESCRIPTIVE CIRCULAR TO

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Agents Wanted.



THESE TWO LINES BEAR THE NAME

# "BORDEN"



A guarantee of **absolute purity** and **freedom from adulteration** is the hall mark of Borden's brands of **Condensed Milk** and **Evaporated Cream**. Avoid trouble with your customers by selling only "Eagle" brand Condensed Milk and "Peerless" brand **Evaporated Cream**.

FOR SALE BY ALL JOBBERS

**WILLIAM H. DUNN,**

Scott, Bathgate &amp; Co., Winnipeg, Man.

**MONTREAL AND TORONTO**

Shallcross, Macaulay &amp; Co., Vancouver and Victoria, B.C.

## FRUIT AND FOOD INSPECTOR WANTED.

Toronto Retail Grocers and Fruit Dealers' Sections Want a Local Inspector Appointed. An Influential Deputation Wait Upon Board of Control.

A representative deputation from the Toronto Branch waited upon the Board of Control on Friday morning, January 26th, to ask for the appointment of a local inspector of fruits and other food products for the City of Toronto.

Amongst those present were Messrs. M. Moyer, Chairman of the Grocers' Section of the Toronto Branch of the Retail Merchants' Association of Canada, Geo. Good, John Bond, Andrew Coulter, M. Ryan, J. H. Walker, E. M. Trowern, General Secretary, and others. Mr. A. McNeill, chief commissioner of the fruit division of the Department of Agriculture at Ottawa was also present by invitation as well as Mr. P. J. Carey, Chief Fruit Inspector for the Province of Ontario.

Mr. Moyer stated that in asking for the appointment of an Inspector the retail trade of the City of Toronto were not considering their interests only, but also the interests of the people of the city in general, who were interested in having the laws enforced for the protection of the public from fraud in fruit and other food products that were sold for consumption. It was only by the appointment of an inspector whose whole time should be devoted to the city that this could be properly done.

Mr. McNeill gave a summary of the workings of the Fruit Marks Act since its enactment in 1901. He pointed out the difficulties in the way of the enforcement of the Act locally by the Dominion authorities. It was found that in the enforcement of the Act during the four years it had been in force the staff appointed for that purpose had had all they could do in looking after the export and interprovincial trade in fruit, and that the expense that would be incurred in the enforcement of the Act in cities and towns of fruit for

local consumption would be so great that the Government authorities had not seen fit to appoint local inspectors for that purpose. That could be done, however, by the municipalities appointing inspectors of their own, who could be clothed with all the necessary authority for the enforcement of the law by the Dominion Agricultural Department.

Mayor Coatsworth raised the objection that he considered that the matter was outside the jurisdiction of the city and should be looked after by the Dominion Government.

It was pointed out, however, by Mr. Trowern that the Retail Merchants of Toronto paid forty-five per cent. of the taxes of the city and he claimed that they were worthy of consideration at the hands of the Board of Control.

It was also suggested that a local inspector could look after the enforcement of the Pure Foods Act as well, and would also be very useful in acting in the interests of the Public Health Department of the city in preventing the sale of all kinds of fruits, vegetables and other foods that were unfit for use. The cost, if an inspector were appointed, would be reduced to a minimum by extra revenue from licenses and fines.

Controller Jones said he would like to have a report from Dr. Sheard upon that phase of the matter.

Controller Shaw said that it appeared to him that in view of the inability of the Government to enforce the law locally he would like to have a committee appointed to report more fully. A committee was, therefore, appointed to consider the matter. The retail merchants will confer with this committee, and the whole matter will be threshed out before them. The probabilities are that the inspector will be appointed.

## HAS EVERY CHANCE.

We are pleased to see Walton McKibbin able to be at his drug store again after his illness, and hope for his full return to usual health conditions.—Wingham Advance.

## HORSE BREEDERS WAIT ON THE MINISTER.

A large deputation from the various horse breeders' associations of Ontario waited upon the Hon. Nelson Monteith, Minister of Agriculture, on December 6th, and asked for a grant of \$2,500 for the horse breeders' associations, to be devoted to prizes at the Spring Stallion Show and the Canadian Spring Horse Show. Among those present were Mr. Robt. Miller, who introduced the deputation; Lieut.-Col. McGillivray, W. E. Wellington, Peter Christie, M.P., Wm. Smith, Thomas Graham, J. M. Gardhouse, Fred Richardson, Robert Beith, H. N. Crossley, B. Tisdale, Major Hendrie, Geo. Pepper, H. J. P. Good, and Henry Wade.

The deputation presented only one request, that of increasing the present annual grant to the association to \$2,500. It was shown that both the stallion show and the spring horse show were doing effective work in aiding the horse breeding industry of the Province.

\*\*\*

## PRICES OF CANADIAN CHEESE IN ENGLAND.

The demand for Canadian cheese has been very slow, owing to large purchases made early in January. Although some holders show an inclination to accept a shilling lower in price, it is not altogether actually the question of price that is causing the present dull demand but the fact that retailers have sufficient stock for the time being.

Sixty-three shillings to 64s. for white, 64s. to 65s. for colored, is quoted.

Bacon No. 1, is 57s., 60s., and 62s.; No. 2, 57s., 59s., and 61s.; No. 3, 57s., 58s., and 60s. The demand is quiet and the market firm on continued short supply.

\*\*\*

Walter Grose, a business man of Montreal, was found dead in a hotel at Waterbury, Conn., on the 19th of January. He registered the night before and his non-appearance caused an investigation. Death resulted from apoplexy.



## TRADING STAMP PROSECUTIONS.

### The Trading Stamp Act Enforced in Hamilton.

E. D. Ross, Representing The Merchants Premium Company, Committed for Trial.

The validity of the Trading Stamp Act passed at the last Session of the Dominion Parliament came into question in the Police Court at Hamilton on the second of January, in a prosecution undertaken against Mr. E. D. Ross, representing The Merchants' Premium Company. Mr. E. M. Trowern, Dominion Secretary, and W. R. Cavell, solicitor for the Association, were present in the interests of the Retail Merchants' Association. Crown Attorney Washington prosecuted, and the company was defended by Mr. Geo. S. Lynch-Staunton, K.C.

The evidence went to show that the Merchants' Premium Company had issued a new form of ticket for trading purposes. These tickets were given by the company to the merchants, who handed them to customers in proportion to their purchases. When the purchaser had as many tickets as would entitle him to a premium he took the tickets to the office of the Premium Company, and there selected his premium. The company checked the tickets and put them into an envelope and handed them back to the customer to present to the merchant from whom he bought goods. The company then sent the premium to the merchant, who himself handed it to his customer in exchange for the tickets. These tickets read as follows:—"Merchants Premium Ticket, cash value ten cents (or otherwise as the amount might be), issued and deemed by....."; the name being left to be filled in by the merchant using the tickets. The merchant did not pay the company for these tickets, but paid for the premiums after being sent to them.

For the defence Mr. Staunton contended that these tickets were not trading stamps and did not come under the Act. They were merely printed documents, with no person's name, and as worthless as unsigned bank notes, and no more violation of the statute than though the merchant bought and kept the premiums in his store.

The magistrate took the ground that the Act aimed at preventing a third party coming into the transaction, which had been done in this case, and that the defendant was liable under the statute. He, therefore committed the defendant for trial.

Cases against a number of individual merchants were also tried at the same time for violation of the Act. These merchants gave out tickets bearing upon them their own name and having upon them their

value in merchandise, but they were redeemable upon the collection of a certain quantity of them, some when one dollar's worth were secured and some for larger amounts. The Association claims that these tickets are unlawful and contrary to the clause in the Act, which reads "or is not redeemable at any time." The magistrate held that the words "any time" were not sufficiently clear, and might mean in a month or six months, or whenever the merchant giving them out might determine, and he would decide in favor of the accused by giving them the benefit of the doubt.

In order that the Act may be properly defined two of these cases were appealed and will be taken to the Court of General Sessions which will meet in Hamilton the latter part of February or March, when the Merchants Premium Co. will come up for trial. This is the first victory under the new Act.

\*\*\*

### A NEW DRUG.

The professor was examining a dark-brown substance spread on paper, when he was interrupted by a visit from a friend.

"I say, would you kindly let me place a little bit of this on your tongue?" said the man of learning to the newcomer; "my taste has become so vitiated by sampling all sorts of things."

"Certainly," responded the friend, thrusting out his tongue.

The professor took up a little of the substance under analysis and placed it on the other's tongue. The latter worked it round for fully a minute, tasting it much as he would a sweet.

"Note any effect?" enquired the professor.

"No; none."

"It doesn't paralyze or prick your tongue?"

"Not that I can detect."

"I thought not. How does it taste?"

"Very bitter."

"Um-m; all right."

"What is it?" enquired the friend.

"I don't know. That's what I am trying to find out. Someone has been poisoning horses with it."—Tit-Bits.

\*\*\*

### SWEEPING VAGRANT LAW.

An act to amend the code to describe a vagrant as a former criminal, loiterer around hotels, public gatherings, etc., is proposed by Magistrate Cornell, of New York, to suppress thug crimes.

\*\*\*

The revising of the Dominion Statutes has been completed and when published will consist of three thousand pages.

## Windsor Salt

is one of the good "little things" that are indispensable in the model grocery.

## Shredded Wheat AND Triscuit

Scientifically Prepared Foods Made of the Whole Wheat

**Shredded Whole Wheat Biscuit**—A standard all-day cereal, served with milk, cream, or in combination with fruits, preserves or vegetables.

**Triscuit**—The New Cracker, served with soups as a crouton, or as a successor to crackers when served with cheese.

For information and prices address—

**The Canadian Shredded Wheat Company, Limited,**  
32 Church Street,  
Toronto, Ont.

**NOTE.**—Tell your customers that heating the BISCUIT and TRISCUIT in a warm oven before serving will renew their crispness.

## Calendars

**Retail Merchants find attractive Calendars a good advertisement.**

If the Calendar has a picture of the merchant or his store, it is more highly valued by his customer.

Send us your photo or photo of your store and we will make you a high grade cut for the purpose—any size desired.

Your local printer can use the cut and the calendar will be cheaper and more attractive than the many fancy designs.

Write us for prices.

**LEGG BROS.**  
**ENGRAVERS**  
**TORONTO**

# JOHN SLOAN & Co.

## Wholesale Grocers

45 Front Street East  
T O R O N T O

Full Lines of Staple Goods at Right Prices. Write us for Samples and Quotations. Canned Goods a Specialty



The healthy growth of this Company may be seen by a comparison of the following figures for decennial periods :

Year	Payment to Policy-holders	Assets	Surplus	Assurance in Force
1874	\$ 5,854	\$ 33,721	\$ 4,293	\$856,500
1884	66,073	652,661	47,223	7,835,900
1894	301,681	2,866,559	277,647	18,767,698
1904	524,615	8,220,530	772,072	40,476,970

Extract from the President's Annual Address, March 2, 1905.

The indications are that the present year will be the best in the history of the Company.

ROBERT MELVIN, President. GEO. WEGENAST, Manager.  
W. H. RIDDELL, Secretary, WATERLOO, ONT.

## MADE IN CANADA

TRADE **B** MARK

**B** SUSPENDERS ARE A PLEASURE TO SELL. THE MERCHANT KNOWS THAT HE IS GIVING HIS CUSTOMER THE BEST MATERIAL AND BEST WORKMANSHIP POSSIBLE.

ALL GOODS AT \$4.00 AND UPWARDS ARE GUARANTEED. WE HAVE GOODS AT ALL PRICES, AND EVERY PRICE IS RIGHT, REPRESENTING GOODS THAT ARE UNMATCHED.

WE SOLICIT YOUR ORDERS.

WE SHIP PROMPTLY.

THE  
BERLIN SUSPENDER & BUTTON CO.  
Manufacturers, - BERLIN, ONT.

## GAS MANTLES

# NOTICE !!

OF

# REMOVAL

The INTERNATIONAL GAS  
APPLIANCE CO., Limited

Beg to notify their Patrons  
that they have Removed from

25-27 RICHMOND STREET WEST

To their handsome new Fac-  
tory, Office and Warehouse  
Buildings . . . . .

535, 537 & 539 QUEEN STREET EAST



## BROTHERS ALL.

Hon. R. F. Sutherland, Speaker of the House of Commons of the Dominion, gave an address on the 18th of this month to the Empire Club at Toronto on the growth of Imperial sentiment. In the course of his remarks he quoted a verse from the biography of the great Irish lawyer, judge and statesman, Sir Charles Russell, referring to the relationship of Great Britain and Ireland, and by a happy turn of speech applied it to the two great races in Canada:

"No matter that at different shrines  
They prayed unto one God,  
No matter that at different times  
Their fathers won the sod;  
In fortune and in fame they're bound  
In stronger links than steel,  
And neither could be safe or sound  
But in the other's weal."

\*\*\*

## SUCCESS OF CANADIAN POULTRYMEN AT BOSTON.

At the Tenth Annual Exhibition of the Boston Poultry Association, which opened on the 10th of this month at Boston, exhibitors from London, Toronto, Strathroy, Cornwall, and elsewhere in Canada showed nearly seven hundred birds. Messrs. W. G. Murray, of Strathroy; Rev. S. T. Bartlett, of Colborne; McNeil & Oke, of London; James Dundas, of Deer Park; N. Cosh, of Port Dover; J. H. Warrington, of Cornwall; Wm. Barber, and H. B. Donovan, of Toronto; A. Knight, of Davisville; F. Chinneck, of Napanee; Wm. Fox and C. J. Daniels, of Toronto; and other Canadian exhibitors, carried off many of the leading prizes. Canadian breeders own and breed some of the best poultry in the world.

\*\*\*

## ROTH JUMPED HIS BAIL.

Max. A. Roth, manager of the Canadian Finance Company, who was arrested some weeks ago on a charge of obtaining money under false pretences by charging clients of the company for bogus telegrams and was later charged with conspiracy in connection with alleged seizures on defaulting creditors, has fled and is now beyond the jurisdiction of the Canadian courts. There are cases pending against other officials of the company. The amount of bail forfeited by Roth is \$800.

\*\*\*

A beet sugar factory will be built at Whitby by the Keystone Sugar Company. Their contract has been let for a \$150,000 building to a Detroit construction company, which is under heavy bonds to complete the work by next August.

## NO SECTIONALISM IN MONTREAL.

## Mayoralty Candidate Doran is Given Some Advice.

An unsuccessful attempt was made in Montreal to induce H. Gervais, M.P., to stand for the mayoralty, consequently Ald. Ekers and Mr. Doran are the two candidates put in nomination. Several English-speaking Catholics claim that it was their turn to have a man in the civic chair, but it does not follow that Doran will get all that vote. Ald. Ekers is a Protestant, but it looks as if a large French vote will be cast in his favor. The Daily Witness and its temperance followers are supporting Doran, who said unpleasant things about the liquor people.

Larry Wilson comes to the rescue with an open letter to Mr. Doran, saying:

"The citizens want a man with broader views than those possessed by yourself. It is the opinion of the majority of citizens of this good city that the nationality cry should cease, and that the best man available should be called to occupy the chief magistrate's chair.

"The French-Canadians of this Province never asked Sir John Macdonald to vacate the Premiership after one Parliament, nor have the English electors of other Provinces asked Sir Wilfrid Laurier to do so.

"I know hundreds of Scotch gentlemen living in this town, not only representing large interests, but quite capable of filling the civic chair in most dignified manner, and still we never hear of them attempting to foment the nationality cry for any public office." It would be well for some of those Westerners who do not understand the French-Canadian race to quietly think over the above letter.

\*\*\*

## CHANGES IN SECRETARIES OF MANUFACTURERS' ASSOCIATION.

Mr. R. J. Young, Secretary of the Canadian Manufacturers' Association, has accepted the position of sales manager of the Canadian Rubber Company, of Montreal. He has consequently tendered his resignation, and will probably enter upon his new duties very shortly. Mr. Younge is a native of Hamilton, Ont., and became Secretary of the Canadian Manufacturers' Association at the time of his graduation from Toronto University in 1902. During his term as Secretary the membership of the Association has more than doubled, there now being in the neighborhood of two thousand members. It is probable that Mr. Younge will be succeeded by Mr. J. F. M. Stewart, secretary of the Toronto Branch of the Manufacturers' Association.

## ADULTERATED FOODS.

To the Editor: In reference to a proposed amendment to the Pure Food Act we feel that the word compound on the label of adulterated food packages is entirely inadequate and to some minds misleading, conveying, as it does, to them the idea of improvement.

At our last annual Provincial Committee meeting it was decided to ask for legislation making it compulsory that all foreign substances—whether for the purpose of coloring, preserving or cheapening the product—should be clearly stated on the label, and the manufacturer's name attached thereto. Had this been the case the recent prosecutions and convictions for selling adulterated jam would not have taken place. Glucose, dyes and acids, of which it was largely composed, if printed on the label, would make the grocer very reluctant in having it in his stock, and the public very slow in buying it.

On the surface it appears a hardship that a possibly innocent retailer should be punished and the enterprising manufacturer who, either from a desire for undue profit or for the purpose of underselling an honest competitor, should go free, but in the eye of the law ignorance is no justification. It assumes that the grocer, like the druggist or seedsman, understands his business and the merits of the goods he sells, and holds him responsible for the same.

For the guidance of the retail grocer, and for the information of the public, the Pure Food Committee of our section are now preparing a summary of the Pure Food Act, to be placed in a conspicuous place in every store that will accept it.

We realize the weakness of the existing machinery for enforcing the Pure Food Act, but as the officials of the Inland Revenue Department and our section are working together along educational lines, we hope that public opinion will soon demand that the missing link to which you refer be supplied, and all infringements of the Pure Food Act, whether by manufacturer or retailer, be promptly and vigorously dealt with.

GEO. GOOD,

Chairman Grocers' Section  
and Pure Food Committee.

Toronto, Jan. 18, 1906.

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## COLLECTION OF SMALL DEBTS IN THE WEST.

The Legislature of the new Province of Alberta will have this question to deal with at an early date, Merchants as well as salaried men desire some change. It costs too much to collect small debts. The credit of wage earners is improved by just laws relating to collections.—Calgary Herald.

## G. Hawley Walker Merchant Tailor

126 Yonge Street, - TORONTO

FOR anything in  
Men's Clothing,  
Overcoats, Suits,  
Trousers, Fancy Vests  
and Fur Lined Over-  
coats.

If you need any of the  
above consult us, you  
can't do better, but  
you might do worse.

## The ELMIRA FURNITURE CO.

(LIMITED)  
ELMIRA, - - ONTARIO

MANUFACTURERS OF  
MEDIUM and HIGH CLASS

## FURNITURE

FANCY TABLES, TAB-  
OURETTES, CHAIRS,  
ROCKERS and DINERS.

IF YOU WANT ANY OF THE  
ABOVE

WRITE AND TRY US

EVERY ARTICLE A READY  
SELLER AND A

MONEY MAKER

SATISFACTION GUARANTEED.

WATCH OUR ADV. EVERY ISSUE.



## The ELMIRA FURNITURE CO.

(LIMITED)  
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## THIRTY DOLLARS

Gave these young people a start  
by providing tuition for a three  
months term in our well known  
School—The

*Central  
Business College*  
OF TORONTO

We are helping over 1200 young men  
and Women each year to good business  
positions. We provide 20 teachers,  
give best and most modern courses, and  
produce good results.

Our Catalogue is free on request. Write for it.

W. H. SHAW, Principal

393 Yonge St., Toronto



## TO THE TRADE

## OUR REPUTATION

for having the most up-to-date and complete  
assortment of

## GLOVES AND MITTS

Will be more than demonstrated  
when you see our samples for 1906.

## CHOICEST LEATHERS

from our own Tannery as well as from every  
renowned source.

Travellers will call on you in good time  
and to wait for them will be to your interest.

W. H. STOREY & SON,  
LIMITED  
ACTON, - - ONT.



## CANADIAN MANUFACTURERS AND FIRE INSURANCE.

At a recent meeting the Dominion Executive of the Canadian Manufacturers' Association dealt with insurance, trade representatives, technical education, reciprocal trade measures and other important subjects.

On the matter of insurance the committee recommended that the Dominion Government be requested to appoint a commission to investigate the need of passing legislation ensuring in the largest measure Dominion control of fire insurance in Canada.

Resolutions were adopted for presentation to the Congress of Chambers of Commerce in London next June, urging the advisability of passing reciprocal trade measures, uniform laws respecting patents, the appointment of special trade representatives in important trade centres of the Empire, and the formation of a Royal Commission to consider a uniform decimal system of weights and measures.

The resignation of Secretary Mr. R. J. Younge was accepted with regret. Mr. Younge will remain until March 1. The appreciation of his services will be marked in suitable form.

Mr. Younge is referred to in the daily press as follows:—

"Most of those who are acquainted with that bright-eyed and enthusiastic young man, Mr. R. J. Younge, and who know his alert figure and brisk walk as he dashes about the big buildings down town or passes the time of day in French with Montreal and Quebec members when visiting those cities, imagine that he stepped right out of the University of Toronto into the chair of the Secretary of the Canadian Manufacturers' Association. This, like most impressions is only half true. Mr. Younge entered upon the work of the Manufacturers' Association four years ago and two months before his university course was complete. Those two months that intervened before his final examination are marked down as, perhaps, the most strenuous period of Mr. Younge's strenuous life. He won the examination, and he mastered the details of the vast new work before him in the Association. That was a test, but Mr. Younge's acquaintance with business is not confined to the period since he left Queen's Park. About the age of fourteen his health became so poor that he was taken from school and given less confining duties in his father's general store at Glencoe. He stayed there for nearly eight years, and then decided that having a practical business training he would see what a university course could do for him. He took up the course labelled "philosophy," and talking to a friend recently Mr. Younge said if he was going through again he would take just the same course. In any event, Mr. Younge seems to have mastered the philos-

ophy of business pretty thoroughly, though he is inclined to place more stress on the training in his father's store than the University. Mr. Young is an example of the truth that there are good opportunities for young men in Old Ontario if they have the right stuff in them. He goes to Montreal as sales manager of the Canadian Rubber Company, with the hearty good wishes of his Toronto friends.

It is needless to say that Mr. Younge made a complete success of his work as Secretary of the Association, and leaves it in a higher state of efficiency, membership and enthusiasm than it has ever been, the membership having increased from 940 to nearly 2,000.

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## DAIRYMEN ELECT OFFICERS.

New President is Thos. Ballantyne  
.. .. of Stratford.

Thomas Ballantyne, Jr., Stratford, was elected president of the Western Dairymen's Association at their concluding session at Ingersoll on the 18th inst.

The other officers chosen for the year were:

First Vice-President—John McQuaker, Owen Sound.

Second Vice-President—A. F. MacLaren, M.P., Stratford.

Third Vice-President—John Brodie, Maplewood.

Directors—Geo. E. Goodhand, Milverton; Jas. Connelly, Holmesville; Robert Sutherland, Dorchester; John McLeaven, Hickson; J. N. Paget, Canboro; J. J. Parsons, Canboro; F. J. Sleightholm, Strathroy.

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## GROCERS' ATTENTION.

Here is something that should be of interest to all first-class grocers. By selling Rock Candy Syrup the dealer will not be troubled by food inspectors, and he can at the same time sell his customers a syrup that is as good as maple syrup.

Rock Candy Syrup as advertised on the back cover of this issue is made from rock candy drippings and maple syrup. It is warranted not to contain any glucose, acid, or preservative. It is absolutely pure sugar syrup, maple syrup on water. It is as good for table use as maple syrup, and samples can be obtained by writing to the manufacturers: The Imperial Syrup Co., 88 Grey Nun St., Montreal. They solicit a trial shipment; and in case goods are not satisfactory, they may be returned to them at their expense.

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If Revivalist Torrey is going to stay in Toronto until he gets the people in the shape he thinks they ought to be in, he had better send for his relatives or he'll never see them any more.—Brantford Courier.

## LUMBERMAN ASSIGNS.

A. F. Bury, Austin, lumber merchant, has assigned at Montreal with liabilities of about \$90,000. The main creditors are the Bank of Ottawa, \$51,000; Hawkesbury, Ont., Lumber Company, \$22,968; Hull Lumber Company, \$637; G. R. Booth, Ottawa, \$568; assets are lumber at Pembroke, Aylmer, Quebec and Rutland.

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## TO WIND UP LADDER COMPANY.

Francis W. Jeff, of Toronto Junction, has petitioned at Osgoode Hall for the winding up of Robinson & Turner. The company was incorporated in 1905, and did business under the name of the Canada Ladder Co. It subsequently changed its name to Robinson & Turner, and removed in January of this year to Cheltenham, where it purchased a factory for \$7,500, giving mortgages for \$6,000. On January 19th the company gave a chattel mortgage for \$3,300. The petitioner holds \$1,000 common stock and \$1,000 preferred. He is also a creditor for \$149.

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## STEEL CARS TO BE MADE IN CANADA.

The first company in Canada to undertake the manufacture of steel cars was organized in Montreal recently with a view of supplying the demands of Canadian railways for this class of rolling stock. Chicago, New York, and Canadian capitalists are promoting the enterprise. The capital will be \$500,000, all of which, it is said, has already been subscribed. A large plant will be erected in Montreal west next spring, and it is expected that four hundred men will be employed.

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## CANADIAN PACIFIC HARPOONS THE LOAN SHARKS.

A despatch from Winnipeg says that the C. P. R. has issued a notice to the agent in that city for a well-known American firm of money lenders that has been making a dead set upon railway men to secure business that the Railway Company will no longer honor assignments of the wages of its employees. The rate of interest charged on loans has been all the way from one hundred to four hundred per cent.

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India and Mexico have been applying to the Agricultural Department for information respecting how things are managed in Ontario. They ask for publication. The Government of India also requests lists of implements, seeds and fertilizers.



## BANQUET TO HON. HONORE GERVAIS

Continued from December Issue.

Nous voulons tous des écoles plus belles et mieux outillées sur tout le territoire de Québec, mais nous n'avons par d'argent, c'est la ritournelle que nous entendons toujours.

Le ministre Calonne disait: "Si c'est possible c'est fait, si c'est impossible cela se fera."

Dans la province de Québec nous avons fait des améliorations possibles il y en a d'autres à faire qui peuvent paraître impossibles, mais elles s'imposent et elles feront.

Je ne crois pas qu'il soit l'heure de donner ici toute la pensée du programme que nous entendons réaliser.

Mais après tout, notre province n'est pas si à plaindre qu'on veut le dire. J'ai visité dernièrement St. Paul, Minneapolis, Winnipeg, cette ville si coquette et si propre, Fort William, Port Arthur, Toronto, dont l'activité et les richesses industrielles font l'honneur des citoyens; j'ai constaté que pour les hommes publics de ces pays la plus belle province était la leur, les plus grands commerçants étaient leurs compatriotes, et qu'ils avaient le plus grand espoir dans leur ville ou leur province.

Revenu dans ma vieille province de Québec, j'ai été heureux de constater que nous avions aussi un passé glorieux, des énergies, des espérances et du talent et je me suis pénétré davantage, de l'amour du sol natal de ma chère province de Québec et je lui ai dit avec le poète:

"Je t'adore d'un amour jadoùx et éternel."

Quant à vous, mon cher hôte, je ne puis que vous répéter ce que Bussy Rabutin écrivait à cette exquise marquise de Sévigné:

"Nous vous louâmes beaucoup, l'autre soir, mais nous ne pûmes aller jusqu'à flatterie."

"Tous ceux qui vous connaissent savent qu'en faisant votre éloge nous ne pourrions jamais aller jusqu'à la flat etie en vous félicitant d'avoir combattu pour une bonne cause que vous avez si bien su faire triompher."

L'échevin Lavalée, promoteur du "Greater Montreal," et l'un de ceux qui ont travaillé le plus activement à la suppression des timbres de commerce, parla au nom de la corporation de Montréal. Il fit un chaleureux éloge de l'avocat de la ville, M. Ethier, puis de M. Gervais, et se déclara en faveur des améliorations scolaires, et proposa de faire des lois contre l'ignorance.

L'échevin Lavalée se montra très catégorique sur ce sujet. Il voudrait une augmentation de taxes pour en arriver à élever le niveau de l'instruction.

M. Ethier, avocat de la cité, fut l'orateur suivant. Il parla des grandeurs et des progrès de Montréal, puis rendit un juste tribut d'hommages à M. Gervais.

### LA SANTE DU COMMERCE

La santé du commerce, proposée par M. Gareau, provoqua une éloquente réponse de la part de M. J. G. Watson, marchand, de Montréal. Ce dernier sut mettre en évidence les précieux services rendus aux marchands détailliers par M. Gervais, services dont ont profité non seulement les marchands, mais le public en général. Il parle de la "prescription" que les marchands sont allés chercher à Ottawa, prescription étiquetée No. 196, prescription pour un remède très désagréable, qui a dû être avalé non par les marchands, mais par "l'autre" et qui a causé la mort du patient.

"Le timbre vert est mort, mort, mort, et nous pouvons chanter le libéa," dit M. Watson.

Une douzaine d'autres orateurs parmi lesquels M. Catelli, M. Contant, président de l'Association des Pharmaciens; M. Trowern de Toronto, secrétaire général de l'Association des marchands détailliers; M. T. Bournival, président de la succursale de Trois-Rivières; M. Desroches, président de la section de Joliette; M. Lorne McGibbon, président de la "Canadian Rubber Co." et premier vice-président de l'association des manufacturiers.

M. H. Godin, président de la compagnie de publication de "La Presse", répondit à la santé suivante, celle de la presse.

M. Jules Lemaître, de la maison Hodgson et Sumner, ont trouvé des accents très éloquentes pour proposer la santé des voyageurs de commerce. M. Dickson y répondit en anglais.

M. Gervais porta ensuite le toast au président, M. J. O. Gareau. Celui-ci y répondit avec son éloquence ordinaire. On allait se séparer, lorsque M. Watson réclama la parole pour proposer la santé du secrétaire de l'association, Mr. J. A. Beaudry.

Voici la liste des convives:

### LES CONVIVES.

Table d'honneur—J. O. Gareau, Honoré Gervais, député de Saint-Jacques; M. Jacques Bureau, député de Trois-Rivières et Saint-Maurice; M. Godfroy Langlois, M.P.P., de Saint-Louis; l'hon. J. I. Tarte, l'hon. sénateur N. J. Cloran, M. J. E. Leonard, M.P., de Laval; M. J. G. Watson, M.D., Lorne McGibbon, de Montréal; M. E. M. Trowern, secrétaire-général de l'association des marchands de détail de l'Ontario; l'honorable M. Gouin, M. L. A., Lavallée échevin, l'honorable sénateur Mitchell; M. Catelli, M. A. S. Lavallée, M. le docteur Gaston Maillet.

Table des invités.—H. Godin, L. J. Ethier, G. Marsolais, Jos. Contant, L. E. Geoffrion, P. Daoust, J. Lamoureux, Thomas Bournival, lieutenant-col. F. S. Mackay, 65<sup>e</sup> Rég.; capt. W. V.

Boivin, J. A. Maynard, J. A. Labonté, L. Adelstein, Ch. Robillard, échevin N. Leclaire.

Autres tables.—Echevin N. Lapointe, G. Latour, J. Labelle, Joseph Clément, A. B. Caswell, de la MacLean Pubg. Co.; W. H. Seyler, H. P. Nightingale, H. O. Wootin, Jos. Ethier, Hubert Raymond, F. Tremblay, Jos. Archambault, Jos. Oscar Authier, Napoléon Minguy, Jos. Brossard, A. D. Dupont, "La Presse"; J. B. Dupont, Alex. Davis, de la A. McDougall and Co., N. Chartrand, ex-président des épiciers; J. O. Levésque, de la maison Hudon et Orsali; Ben Lespérance, Jos. Gauthier, W. G. Wyse, représentant de la maison Tooke Bros. Ltd.; Robt. Langlois, de Gunn Langlois and Co.; L. J. A. Racine, de A. Racine et Cie; A. G. de Tonnancourt, de la Hudson Bay Knitting Co., A. Rouleau B. Mercier, O. Normandin, H. Laurencelle, J. V. Dupuis, Alphonse Racine, B. Charbonneau, C. M. Cameron, de Greenshields, Ltd.; P. Lafrance, Henri Dument, Vital Roby, L. Bédard, Jules Fournier, Henry Schwartz, J. Passengham, Ed. Charlier, Henri Julien, Montarville B. de LaBruère, Jules Lemaître, Eugène Desjardins, Armand Giroux, échevin Couture, échevin C. Lemay, E. J. Wayland; H. A. Robert, J. N. Chevier, O. S. Perault, J. E. M. Lecours, L. O. Demers, E. P. Olivier, J. A. Christin, Albert Hudon, A. C. Gour, Léopold Larue, Hercule Giroux, de la Thomas May Co., Ltd., A. Fleury, Napoléon Marcotte, Damien Mercure, Ls Viens, Z. Arcand, L. P. Dion, Louis Lafond, A. H. Lesage, Arthur Trépanier, J. P. Gervais, de Gervais et Lecompte, J. E. Bédard, F. P. Pelletier, gérant chez Arthur Paquet; J. O. Labrecque; Jos. Thibeault, Louis DeGuise, A. Normandin, Ben. Mercier, H. Rouleau, O. Lemire, L. P. Lazure, A. O. Morin, Geo. Tétreau, "La Presse," L. A. Bédard, Oswald Chaput, Albert Laberge, D. Laniel, de la maison Vallières; R. S. M. Bouchette, de la McIntyre Son and Co., Ltd.; George Hamel, de la maison Greenshields, Ltd.; Henri Dupuis, de Dupuis Frères; J. A. Panneton, de McIntyre, Son and Co., Ltd.; George Cooke, de la Belding Paul Co., Ltd.; J. H. Nault, W. Patterson, de Patterson and Brown, avocats; Ludger Gravel, E. S. L. Patenaude, Trédé Vadeboncoeur, C. E. H. Chamberland, Rodolphe Latulippe, pré, club Letellier; P. R. Du Tremblay, président du club Papineau; Chs. Landau, F. X. St. Charles, J. C. Noël, A. Charette, Alfred T. Hodges, Euclid Massé, J. E. Deslauriers, Ab. Dupéré, Ernest Paquet, E. Boudet, J. T. Marchand, Frs. Martineau, Thomas P. Oakes, E. Bélanger, A. E. Landry, de Hudon, Herbert et Cie; Paul L. Turgeon, Arthur Lamarche, V. Lamarche, Gaston Maillet, J. Z. Resther, J. A. Munsen, Lawrence A. Wilson, Victor Lemay, Wm. R. Bettles, Lothair Reinhardt, jr., Henri Glenney, Jos. H. Lesage, C. B. Lafond, J. H. Gagnon, Z. Beauchamp, Benj. Drolet, O. Dufour, J. C. A. Labrèche, Joliette; H. Pinet, de la W. R. Brock Co., Geo. DesRoches, Joliette; A. C.



Cumming, de la W. R. Brock, Co., W. Alexander, gérant pour la S. F. McKinnon Co., Ltd.; Emile Bourassa, W. R. Brock, G. S. N. Coutu, Joliette, J. Emile Coutu, de la Hudson Bay Knitting Co., L. Couture, Thomas Allard, de Dupuis Frères, Fred. Caldwell et A. Sauve, de Debenham Caldwell & Co., J. A. Malo, Raoul Brousseau, de la Banque Nationale, Avila Prévost, Richard Beaudry, avocat, J. Filiatrault, de Filiatrault & Lesage; Fernad J. Brousseau, de la Guardian Co., Eugène Guay, maire de Saint-Henri, Eugène Routhier, J. Eugène Fleury, P. Donovan, du "Star"; F. A. Ste. Marie, Jos. Ethier, Ed. Côté, Arsène Lamy, J. E. Lafontaine, de Hodgson Sumner & Co., Adam Lamy, Burton, Dixon, de Short & Co., Alf. Fecteau, John G. Tremble, J. A. Röch, de Roch, Prévost et Cie., A. Prévost, G. Courville, L. C. de Tonancourt, J. H. Robitaille, F. O. Germain, H. A. Depocas, Adolphe Bazinzach, Filiatrault, J. H. Lemieux, J. A. L'Heureux, M. E. Champagne, J. L. Coutlée, jr., de Caverhill et Kiskoock, A. A. Desroches, Edmond Prévost.

#### LETTRES D'EXCUSES.

S'étaient excusés: Sir Wilfrid Laurier, Hon. R. Lemieux, Sénateur Kerr, Toronto; Hon. L. O. David, Son Honneur le maire de Montréal, M. H. Laporte, F. D. Monk, M.P., A. E. Kemp, M. P., Toronto; Arthur Lachance, M.P., Québec East; Hon. L. P. Brodeur, Hon. R. Préfontaine, E. G. Porter, M. P., Belleville, Ont.; Hon. R. Dandurand, Hon. J. R. Thibaudau, H. A. A. Brault, président de la Chambre de Commerce; Rodolphe Boudreau, secrétaire de Sir Wilfrid Laurier; Geo. B. Traver, Greenshields Co.; S. Corrigan, Président Association Marchands détailliers, succursale, Toronto; William Gear, président du Board of Trade; T. Béland, Québec; A. L. Green, Belleville, Ont.; Jno. Hargreaves, Mfg. and Dispensing Chemists, Toronto; John Wilmot, Toronto; J. W. Woods, Gordon, Mackay, Toronto; G. A. Vaudry, Québec; W. B. Rogers, Toronto; Hon. J. J. B. Prevost, F. L. Falardeau, Québec; J. L. Durand, Trois-Rivières; L. E. Martel, L. A. Guérin, St. Hyacinthe.

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#### SEEKING LEGISLATION FROM THE QUEBEC LOCAL GOVERNMENT.

M. J. A. Beaudry, Secretary of the Provincial Board of the Province of Quebec, visited Quebec last week, and interviewed the Provincial Government with regard to having the Pedlars' License Law amended, and also to arrange for other legislation that will be brought up during the Session. A very enthusiastic meeting of the Quebec Branch of the Association was held during his visit to that city, at which Mr. Beaudry gave a very interesting address.

#### LARGE SALE OF METERS TO CONSUMERS' GAS COMPANY.

The Dominion Gas Meter Works, of London, Ontario, has been awarded a large contract for gas meters by the Consumers' Gas Company, of Toronto. The contract calls for one thousand seven hundred and fifty meters of various sizes. The Consumers' Gas Company have purchased meters from the Dominion Works on a number of occasions in the past, which have given entire satisfaction. Mr. John S. Moore, proprietor of The Dominion Gas Works has had many years' experience in the manufacture of gas meters, both in this country and in England. He was engaged in the business in Manchester for sixteen years, and in 1870 moved to Boston, Massachusetts, where he established a business and conducted it for a number of years, then came to Canada, spending a couple of years first in Chatham, then removed to London, where he has resided ever since. Owing to the extensive demand for his meters, Mr. Moore has just considerably enlarged his present works, purchasing land adjacent, so that now his establishment covers the entire block, from Garfield Avenue to West Avenue, having a frontage of 294 feet on Wortley Road, 184 feet on Garfield Avenue, and 184 feet on West Avenue. The London Gas Company has now in use nearly four thousand meters made by this firm.

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#### NEWLY INCORPORATED TORONTO FIRMS.

The Ontario "Gazette" gives notice of Letters Patent being issued to the following Toronto Joint Stock Companies:—Oriental Textile, Limited, with a capital of \$160,000; Acton Burrows, Limited, with a capital of \$40,000; The Elevator Specialty Co., Limited, with a capital of \$40,000; The Canadian Lock Nut Co., Limited, with a capital of \$300,000; Home Furniture Carpet Co., Limited, with a capital of \$40,000, and with J. F. Brown, W. J. Angles, and H. H. Bowman as directors; Fletcher Manufacturing Co., Limited, with a capital of \$250,000; and The South American Petroleum Co., Limited, with a capital of \$1,000,000.

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#### PROSECUTE PROPRIETOR WHO SERVED THE GROUSE.

The Game Protection Department at Toronto has instructed the local game warden to lay a charge against the proprietors of the Russell House at Ottawa for including ruffed grouse on the bill of fare at the recent banquet in connection with the forestry convention.

### The Acme Supply Co.

60½ ADELAIDE ST. E.  
TORONTO

All materials for wood burning.  
White Basswood blanks for wood burners.  
Designs for match holders, racks, etc., ready for use.  
Burning outfits supplied.  
Wood stains and finishing gloss in all colors.  
Retailers now is your time!  
Write us and save 25% duty

## COAL BAGS

Get our prices before purchasing  
Waterproof Covers, Awnings,  
Tents and Flags. Tents to Rent.

**RAYMOND BROS.,**

172 KING ST.  
PHONE 1748. LONDON, ONT.

## Cowan's Perfection Cocoa

(Maple-Leaf Label)

*Absolutely Pure. Double the strength of other Cocos costs less than half a cent per cup.*

*Cowan's Chocolate, Cake Icings, Etc.*

The  
**Cowan Co., Ltd.**  
TORONTO.

# ONTARIO SUGAR CO.,

LIMITED

BERLIN, ONTARIO

Manufacturers of

## Extra Standard Granulated Sugar

ANALYSIS PROVES that Sugar made from **CANADIAN BEETS** has the same properties as that made from foreign Cane

===== TRY IT AND SATISFY YOURSELF =====

## To the Retail Merchant

DEAR SIR,—

Have you noticed the people who ask for Orange Meat? Are they not the ones whose judgment in purchasing goods of all kinds you would consider as being among the best of your customers? They buy it, because they recognize the fact that in Orange Meat they get the quality that is found only in the best goods.

Our sales in Ontario alone for the first six months of 1905 show an increase of 25 per cent. more than the first six months of 1904. This shows that quality counts. Do you get your portion of this increase in sales? You can get it if you go after it.

A pointer! Every time you sell 15c. goods at 2 packages for 25c. you rob yourself of the profits to which you are justly entitled. We want you to get all there is coming to you. This is why we got out the Jumbo package to sell for 25c. It contains more than twice the quantity of goods and you don't have to give away all of your profits.

It is a fact that a great many retailers are cutting out all other cereals of a similar nature and selling only the two sizes of Orange Meat. It does away with carrying so many goods in stock. The goods are fresher, their customers are satisfied, and the Grocer is better off at the end of the year. Why not try it yourself?

Yours very truly,



## THE FRONTENAC CEREAL CO., Limited





# REPORTS FROM BRANCHES



## GENERAL EXECUTIVE BOARD.

### Toronto Branch.

The regular monthly meeting of the "The General Executive Board" of the "Toronto Branch" was held in the Board Room 21 Richmond Street West, Toronto, on Tuesday evening, January 9th, at 8 o'clock. President Samuel Corrigan in the chair.

The minutes of the previous meeting were read and approved.

### Reports of Committees.

The Municipal Committee made a report in connection with the offer of the Bell Telephone Company to pay the city of Toronto \$20,000 a year for an exclusive franchise for a period of five years. The Committee recommended that a deputation from the Association wait upon the City Council and urge that this offer be not accepted, as it was unfair to take money out of the telephone users for the benefit of the general public. It was pointed out that the Stark Telephone, Light and Power Company were prepared to supply telephones at rates about half those now charged by the Bell Company, and light and power at from one-third to one-half less, thus making electric light as cheap as gas. The report was adopted, and the officers of the Executive were instructed to make arrangements for the deputation to the council when the matter comes up for consideration.

### Pure Food Show.

The Pure Food Show Committee of the Grocers' Section reported that a large number of the booths had been taken up, and that the Committee had secured the assistance of the Minister of the Inland Revenue Department, and that consequently some of the Department professors would be present on certain days to deliver lectures on pure and adulterated foods.

### Special Committee Appointed to Consider the Best Way to Deal with the Liquor Question.

This Committee reported that they were drafting out their report, which would be ready for the next meeting of the Board.

## SECRETARY'S REPORT.

### Fruit Inspectors.

The Secretary, Mr. E. M. Trowern, reported that the Municipal Committee would wait upon the Board of Control on January 24th, with Mr. McNeill, the chief food inspector

from Ottawa, to urge the appointment of food inspectors by the city.

### Trading Stamps.

The Secretary also reported that since the last meeting of the Executive prosecutions had been undertaken by the Association against the Merchants' Premium Co. of Hamilton for violations of the Trading Stamps Act passed at the last session of the Dominion Parliament. In sending the case for trial the magistrate had stated that had he had the deciding of the case he would have found the defendants guilty under the statute. Several private parties were also proceeded against at the same time, in connection with the giving of coupons, and two cases were appealed to the High Court. He also referred to the recent successful prosecutions in Montreal against parties violating the Act, stating that one trading stamp company in that city had found it necessary to issue circulars to merchants that owing to the efforts of the Retail Merchants' Association they found it impossible to any longer do business.

### Furniture Dealers Come In.

The Secretary also reported that representatives from the Executive of the Furniture Dealers had recently had a conference with him, the result of which was that the furniture dealers throughout Canada will come into the Retail Merchants' Association as a body.

## NEW BUSINESS.

### Resting Places.

The Chairman brought up the question of resting-places for strangers and others in the central business parts of the city, and it was recommended that at the annual meeting of the Association the question of securing small central parks be considered.

### Insufficient Customs Clerks.

The Secretary also stated that he had had many complaints from members of the Association as to delays at the Custom House in passing goods. It was recommended that the annual meeting take up the matter with a view to endeavoring to induce the Customs Department to add sufficient new clerks to their Toronto staff to meet the requirements of the public.

### Car Blockades.

The Secretary also called attention to the inconveniences caused to

Yonge Street merchants by the frequent blockades in the car service caused by congestion, especially at certain hours of the day. The annual meeting will deal with this question also.

### Departmental Stores and Detectives.

It was suggested that the careless display of goods in practice in the departmental stores encouraged shop lifting to such an extent that a certain injustice had arisen. Although these stores were fully entitled to protection by the city detective service, it was thought that they were getting more than their right share on account of the loose methods referred to. The annual meeting will take the matter up.

### Date of Annual Meeting.

The annual meeting was fixed for Thursday, the 15th of February. There will be a supper and entertainment for the members of the Executive the week previous, on the evening of Thursday, the 8th of February, in the Association rooms at 21 Richmond Street West. As the General Executive Board numbers considerably over one hundred members, it is confidently expected that there will be a very large attendance and a most pleasurable evening spent.

The meeting then adjourned.

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## HANOVER BRANCH, ONTARIO.

At a public meeting of the leading merchants of Hanover, held last week, a Branch of The Retail Merchants' Association was formed, and twenty-four of the leading merchants signed the roll as members. Organizer S. A. Brubacher was present and explained the aims and objects of the Association, the good work already done by the organization in uniting retail merchants throughout the Provinces of Ontario and Quebec and other parts of the Dominion, and some of the legal enactments the Association had secured and expected to secure from the Dominion and Provincial Parliaments in the interests of Retail Merchants. The following were elected as officers for the ensuing year: Chairman, H. H. Engel, general merchant; 1st vice-chairman, Thos. Poehlman, grocer; 2nd vice-chairman, S. B. Clarke, druggist; treasurer, B. F. Ahrens, hardware merchant; secretary, D. Weppeler, hardware merchant; auditors, Chas. Diebel, boot and shoe merchant, and H. Gruitznar, furniture.



## RETAIL GROCERS' SECTION, TORONTO BRANCH.

### Annual Meeting.

The Retail Grocers' Section of the Toronto Branch of our Association held their Annual Meeting in the Association Board Room on the evening of Monday, the 15th January, at 8 o'clock. Mr. Geo. Good occupied the chair.

There was a good attendance of members, and very great interest was taken in the various matters up for discussion.

The Secretary read the minutes of the previous meeting, which were adopted without amendment.

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### Pure Food Show.

Mr. M. Moyer, Treasurer of the Special Committee appointed to arrange for the Pure Food Show at Massey Hall in March and April next, made an interim report on progress. He said that the Committee had done a large amount of hard work, and the prospects for the success of the show were most excellent. Last year there were forty booths for exhibitors, all on the main floor, but the Committee had thought that by laying out the lower floor of the building in the same manner they could add very materially to the facilities for exhibitors. This had been done and booths will be fitted up in the lower floor, giving a total of seventy booths for exhibitors, forty on the main floor and thirty on the lower floor. Of these booths a large number had already been rented and the Committee was confident that all space available would be taken up by exhibitors before the opening day. The Committee was of the opinion that there was no agency that could be as powerful in raising the business of the Retail Grocer in the estimation of the general public as a successful Pure Food Show, and consequently they would urge that means be taken to actively interest all retail grocers in making the coming show a great success. The profession of medicine was highly esteemed, mainly because the doctors had the health of the community so largely in their care; but the health of the people was perhaps even more in the hands of the retail grocers than of any other class, and there was, therefore, no reason why those engaged in the business should not recognize their responsibilities and help to their utmost in bringing the matter of the Food Show before their customers and the general public. Since the holding of the Food Show last year there had been a better demand for first-class goods of all kinds all over the city than before, and the coming Food Show should give an even greater impetus in this direction. In addition to the work already done by the Committee it will take fully three months more of hard work in order to get

everything into proper shape, to work up the exhibitors and properly advertise the show. In going around amongst manufacturers and others the members of the Committee are constantly asked as to who are "behind the thing." It should be impressed on the manufacturers that the retail grocery trade of the city of Toronto was behind it, actively pushing it forward, and it will have a powerful effect, and the Committee would be most materially assisted in getting more of these manufacturers as exhibitors. The Committee would, therefore, recommend that a circular be prepared and distributed amongst the retail grocers of Toronto, to be signed by them and to be used by the Committee in their canvassing. The Committee would also recommend that a circular letter be prepared to all retail grocers urging them to talk up the Pure Food Show amongst their customers and to use their very best efforts in every other way to bring it before the public, in order that even greater crowds of people than last year might visit the Food Show. The Dominion Government was co-operating heartily with the Committee, and arrangements were being made by which Professors from the Inland Revenue Department at Ottawa would be present to deliver lectures from day to day. This will be a very important and interesting feature of the Food Show. Mr. Moyer closed his report by mention of a number of manufacturers and wholesalers who had contracted to exhibit at the coming show, and stated that from day to day the Committee is securing more and more sympathy and support in these quarters.

An earnest discussion followed the report, in the course of which the Chairman drew special attention to the great importance that must be attached to the fact that the officials of the Inland Revenue Department were heartily working hand in hand with them, and that the professors that would be sent here to give lectures on Pure Food subjects would be leading specialists in their line.

Mr. J. H. Walker stated that in his business he had found that as a result of last year's Food Show a much better demand for high class goods had been created and he had also found it very much easier to do business in those goods.

Mr. F. C. Higgins, Secretary of the Branch and also a member of the Committee, said that there were some of the grocers of the city who seemed to think that the Food Show was being got up for the benefit solely of a few people. This was not true, and if anything were made out of the show, if there were any balance on hand after paying all expenses, and they expected this year that there would be quite a substantial balance, that balance would be used for the benefit of the whole retail grocery trade of the city. He emphasized the necessity of showing the grocers of the city that it was to their interest

in every way to lend their assistance in the matter, for he had found that there were not a few grocers in the city who were ignorant of the objects for which this Food Show was being got up.

The report was adopted, and the Committee was empowered to have a circular letter prepared, to be signed by all retail grocers showing that they approve and endorse the approaching Pure Food Show. The Committee was further empowered to take what measures they deemed advisable in interesting all classes of the community.

### The Pure Food Act.

A discussion arose in connection with the recent prosecutions in Toronto for violations of the Pure Food Act. The opinion was expressed by some present that it was not right that the retailer should be made to suffer where he was innocent of any intention to deceive the public, in cases where goods were put up in packages by the manufacturers, and the retailer was quite ignorant of any adulteration being practised. The general opinion of the meeting, however, appeared to be that the law as it stood was quite right in making the retailer responsible for the purity of the goods he offered for sale. In this connection Mr. Higgins pointed out that the Act gives the retailer some relief, in that it provides that if the retailer can prove that he had bought the goods in good faith, not knowing them to be adulterated, and could not with reasonable diligence have known it, then he could not be fined, but the goods only confiscated. The clause referred to reads as follows: "Provided, that if the person 'accused, proves to the court before 'which the case is tried that he did 'not know of the article being adulterated, and shows that he could not, 'with reasonable diligence, have obtained that knowledge, he shall be 'subject only to the liability to forfeiture under the twenty-first section of this Act." The twenty-first section provides for the confiscation of the articles that are adulterated, or so much thereof as the chief analyst reports as being adulterated.

A resolution was passed instructing the officers of the Branch to have a card printed showing the main provisions of the Pure Food Act, to be distributed to retail grocers for their information and protection. This card will be prepared so that it can be hung up in a conspicuous place in their stores by grocers who may desire to do so, in order that the general public may also become better informed as to the provisions of the Act.

In the course of the discussion it was stated that in the case of one retail grocer, who was recently fined by the Police Magistrate in Toronto, the adulterated article was in packages put up by parties who are very largely interested in one of the principal departmental stores.



**The Niagara Convention.**

A letter was read from Mr. John A. Green, President and Secretary of the National Grocers' Association of the United States, extending an invitation to the Section and to the officers of the Provincial Committee of the Grocers' Section to send delegates to the Convention of their Association to be held at Niagara Falls on the 23rd, 24th and 25th of January. It was decided to accept the invitation, and the Chairman and Secretary of the Section and the Dominion Secretary of the Association were appointed delegates to that Convention.

**Election of Officers.**

The following officers were elected for the Section for the ensuing year: Chairman, M. Moyer; 1st Vice-Chairman, J. H. Walker; 2nd Vice-Chairman, A. Snuggs; Treasurer, John Bond; Secretary, F. C. Higgins; General Secretary, E. M. Trowern; Auditors, Geo. Good, and A. F. Albright.

**Pedlars.**

Mr. J. H. Walker gave notice that at the next regular meeting of the Section he will present a motion dealing with the question of street peddling. The meeting then adjourned.

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**PETROLEA BRANCH.****Province of Ontario.**

The annual meeting of the Petrolea Branch of the Retail Merchants' Association of Canada was held in the Council Chambers on the evening of Wednesday, the 10th of January, with a good attendance of members.

Interesting discussions took place on the question of Pedlars' Licenses and the Transient Traders Act, and resolutions were passed upholding the Provincial Board of the Association in its efforts to secure legislation on these matters more in the interests of retail merchants than is provided for by the laws of the Province of Ontario now in force.

The following officers were elected for the ensuing year:—

Chairman—Geo. Primmer.  
1st vice-chairman—Henry Mann.  
2nd vice-chairman—C. R. Polley.  
Treasurer—G. S. Pitkin.  
Secretary—R. S. Ford.

\*\*\*

**BOOT AND SHOE SECTION,  
TORONTO BRANCH.**

The Boot and Shoe Section of the Toronto Branch held their Annual Meeting in the Association Board Room Wednesday afternoon, the 17th

January, at three o'clock, with Mr. W. T. Fegan, Chairman of the Section, in the chair.

**Letters of Condolence.**

After the reading of the minutes a resolution was introduced by Mr. St. Leger and passed, that the Secretary be instructed to send letters of condolence to the families of David Hanna and Chas. Worster, two of the members of this Section recently deceased.

**One Price System.**

The General Secretary of the Association gave a detailed report on the progress made with a view to getting the manufacturers of rubbers to adopt the One Price System. The report was received and a resolution was passed instructing that a petition be prepared, to be sent to retail boot and shoe dealers throughout the Dominion for signature, and then forwarded to the manufacturers.

**Social Evening.**

The election of officers for the ensuing year was left over for a special meeting, to be arranged for, when there will be a supper and entertainment. A Committee with Mr. J. Brotherton, Treasurer, as convener, was appointed to arrange date for the social evening and look after the details for refreshments and entertainment.

**Provincial Meeting.**

A motion was passed also leaving over to the special meeting the appointing of a delegate to the meeting of the Provincial Committee of the Boot and Shoe Section for the Province of Ontario, which will be held in a very short time.

**Wholesalers Selling Retail.**

Complaints were made that some of the wholesale houses were in the habit of selling to retail customers at wholesale prices. Cases were given by several members present of parties living within a few doors of their stores who were more or less in the habit of buying at wholesale prices.

Good evidence was brought forward that at some of the wholesale houses that claimed to do an exclusive wholesale business a large trade was being done at retail at wholesale prices. The matter was left to be dealt with by the Executive Officers.

\*\*\*

The Imperial Dry Goods Company, of Winnipeg, the large retail concern of which the late R. J. Whitla was president and principal stock holder, is being wound up by the executors of the Whitla estate.

**BANK OF HAMILTON****HEAD OFFICE***Hamilton, Ont., Canada*

Commercial credits issued  
to Retail Merchants for use  
in Europe and in all foreign  
countries.

**FLOUR - FLOUR - FLOUR**

We are manufacturers of high  
grade flour of all kinds.

To the GROCER:

Increase your business by selling  
a better quality of flour.

Increase your Profits by handling  
our celebrated brands.

Correspondence solicited.

Capacity, 200 Barrels

**The Brampton Milling Co.**  
BRAMPTON, ONT.



**THE  
FOX**

Brand on a PAIR OF SCALES is  
your guarantee that you are  
getting **ABSOLUTELY THE BEST  
SCALE** that can be made. We  
know it because we make them,  
and we know the **MATERIAL** that  
we put in them—**NO SHODDY  
WORK. INSIST ON A FOX.**

Hay, Coal and Platform Scales  
a Specialty.

SEND FOR PRICES

**THE FOX SCALE WORKS  
LONDON, ONT.**



## With the Approach of Christmas

we are led to consider why we ought to be thankful. The contemplation makes us happy. Let us here express our appreciation of your hearty co-operation in pushing Canada Flakes. Through your efforts in the last six months the sale of this popular ready-to-serve cereal has attained a magnitude far beyond our expectations. We are also thankful that our advertising campaign has been so successful, creating such a healthy demand for Canada Flakes. We are also thankful to your customers who purchased the food on your recommendation and then expressed themselves as perfectly satisfied.

"Canada Flakes" pleases us.

Pleases the grocer.

Pleases the consumer.

## YOUR STARCH DEPARTMENT

How is it paying?

Those who are handling Celluloid Starch tell us it pays them well.

Brings in a good profit itself, and brings customers to their stores that buy other lines.

## CELLULOID STARCH

is good starch.

It pays to handle it because it gives perfect satisfaction to your customers.

If you are not handling Celluloid Starch, the best time in the year to start is right now.

---

**BRANTFORD STARCH WORKS, LIMITED**

*Brantford, Canada*



**DRUG SECTION.****Toronto Branch.**

The annual meeting of the "Druggists' Section" of the Toronto Branch was held on Thursday afternoon, January 4th, at 3 o'clock, in the Board Room, 21 Richmond Street West, Toronto. The meeting was well attended, there being present among others Messrs. W. J. A. Carnahan, C. H. Cowan, W. G. Becker, G. M. Petrie, John Hargreaves, Fred. W. Flett, J. H. Hutty, Fred. W. McLean, J. W. Lawrence, A. E. Walton, W. A. Ellis, G. A. Gibbard and A. B. Moyer.

The chairman, W. J. A. Carnahan, occupied the chair.

The minutes of the previous monthly meeting were read and approved.

Communications were read from the Home for Incurables asking for a holiday donation, also one from Mr. Samuel H. Harker, of St. John's, N.B., who was desirous of forming a "Drug Section" of "The Retail Merchants' Association of Canada" in that city.

**Report of Banquet Committee.**

Mr. Petrie presented the report of the Committee on the recent banquet, showing receipts of \$244, with an expenditure of \$221.42, leaving a balance of \$22.58 to the good. There were present at the banquet one hundred and twenty-one members and friends of the Association.

**The One Price System.**

Mr. John Hargreaves presented the report of the Contract Plan Committee, and laid before the meeting a copy of a Petition to Proprietors that had been drawn up by the Committee for the purpose of having all the members sign it. The Petition read as follows:—

Dear Sir,—We, the undersigned Retail Druggists of the city of Toronto, believe that the One Price System is the fair and proper system, both for ourselves and our customers to do business upon, and that price cutting is injurious to sound business principles.

We therefore strongly urge upon you to place your goods on the Contract Plan, so that our customers will not accuse us with over-charging them when they purchase some preparations, either by mail or otherwise, from a bargain counter.

Trusting that you will grant us our request as early as possible. We remain,

Yours truly,

The report was adopted, and it was decided to at once have the petition circulated amongst the members of the trade in Toronto and throughout the Dominion and a vigorous effort made to secure the signature of every retail druggist on them, so as to present a thoroughly strong case to the proprietors.

**Report of Pharmacy Committee.**

Mr. Fred. W. Flett made a verbal report of the work of the Pharmacy Committee during the year, in which he recommended that all druggists should subscribe for leading journals on pharmacy. An interesting discussion followed this report, in the course of which Mr. Gibbard, of the Canadian Pharmaceutical Journal, called attention to some of the difficulties that Canadian journals have in competing with American journals of the same class. He regretted that Canadian druggists did not give sufficient support to the Canadian journals either in the way of subscriptions or the contribution of suitable articles.

**Report of Trade Improvement Committee.**

Mr. A. E. Walton, chairman of the Trade Improvement Committee, in making his report referred to a number of proprietary articles in which the margin of profit to the retail druggist was exceedingly small, and to other cases where the wholesale price was actually greater than what the articles were sold for to the consumer. At the next monthly meeting it is probable that this matter will be discussed at considerable length.

**Treasurer's Report.**

The treasurer, Mr. W. G. Becker, reported a cash balance for the year of \$18.67, which with the balance from the banquet, leaves a total balance on hand of \$41.25.

**Election of Officers.**

The following officers were elected for the ensuing year:—Chairman, G. M. Petrie; 1st vice-chairman, C. H. Cowan; 2nd vice-chairman, Fred. W. McLean; secretary, W. G. Becker; treasurer, W. A. Ellis; E. M. Trowern, general secretary.

Chairmen of Committees:—Contract Plan, John Hargreaves; Pharmacy, F. W. Flett; Trade Improvement, W. J. A. Carnahan; Membership, J. W. Struthers; Auditor, D. E. Munro.

**Trading Stamps.**

Mr. E. M. Trowern, Dominion Secretary, made a statement with regard to the recent prosecutions in Hamilton for infractions of the Trading Stamps Act passed at the last session of the Dominion Parliament. A committal of the Merchants' Premium Co. had been secured and appeals had been taken from the magistrate's decision in two individual cases, but he was confident the Association would finally win. The Act provides that a ticket given by a merchant must be redeemable at any time in cash or merchandise, and the merchant must place on each ticket the value of the ticket. A full ex-

planation of this case will be found in another column.

A sincere vote of thanks was given to Mr. G. M. Petrie for his services to the Section as its Secretary during the last six years.

The meeting then adjourned.

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**COAL AND WOOD DEALERS' SECTION.****Toronto Branch.**

The annual meeting of the "Coal and Wood Dealers' Section" of the Toronto Branch of the Retail Merchants' Association of Canada was held in the Board Room, Friday evening, January 12th, with Chairman W. Mann presiding.

The matter of the discrimination against coal and wood dealers in the Assessment Act was considered and a resolution was passed to request the Executive Board to take measures to endeavor to have coal and wood dealers placed on the same basis as other merchants as to assessment.

The following officers were elected for the ensuing year:—

Chairman—D. B. Jacques.

1st vice-chairman—J. Kendall.

2nd vice-chairman—M. Hutchinson.

Treasurer—T. Grinnell.

Secretary—Thos. Barber.

Auditor—J. McDowell.

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**ELMWOOD BRANCH, ONTARIO.**

A Branch of The Retail Merchants' Association has been formed at Elmwood through the efforts of Western Organizer, Mr. S. A. Brubacher, with the following officers: Chairman, N. Wildfang; 1st vice-chairman, Geo. Bohlender, 2nd vice-chairman, E. A. Eby; treasurer, John Tahler; secretary, E. N. Meuser; auditor, J. K. Goodfellow.

A good deal of enthusiasm was shown by those merchants who became members of the Association when the aims and objects were explained to them by Mr. Brubacher, who was pleased with the good treatment he met with while in the town.

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**CHESLEY BRANCH.**

The annual meeting of the Chesley Branch of the Association was held on the 12th January, and the following officers elected:—

Chairman—C. J. Halliday, general merchant.

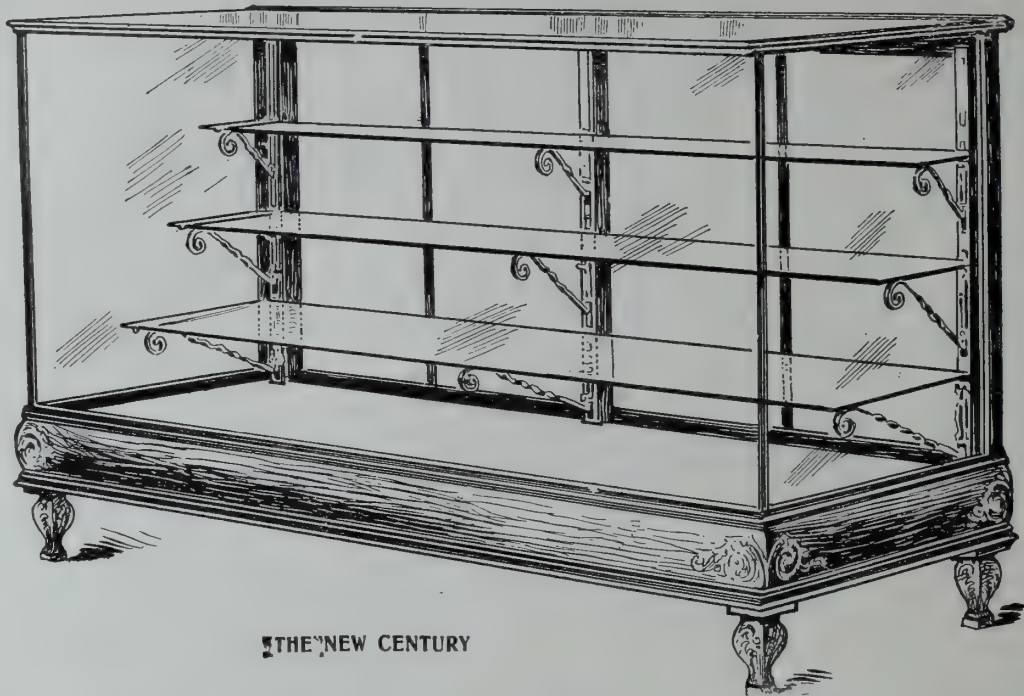
1st vice-chairman—T. N. Latimer, hardware.

2nd vice-chairman—W. H. Stinson, general merchant.

Secretary—D. S. Leitch, druggist.

Treasurer—E. J. Cobian, jeweler.

Auditors—J. O. Stinson, druggist, and M. R. Pearce, jeweler.



THE NEW CENTURY

# SHOW CASES



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**JONES BROS. & CO., Limited**  
 29-31 ADELAIDE ST. W., TORONTO

EXPRESS

MANILLA

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TOILET

# PAPER

## PAPER BAGS

**JOHN FISHER & SON, Limited**  
 DUNDAS, ONT.

BEST QUALITY

# COAL AND WOOD

OFFICES

3 KING EAST

415 YONGE STREET.

793 YONGE STREET.

576 QUEEN STREET WEST

1368 QUEEN STREET WEST.

415 SPADINA AVENUE.

306 QUEEN STREET EAST.

204 WELLESLEY STREET.

ESPLANADE EAST.

Near Berkeley Street.

ESPLANADE EAST.

Foot of Church Street.

BATHURST STREET.

Opposite Front Street.

PAPE AVENUE.

At G.T.R. Crossing.

YONGE STREET.

At C.P.R. Crossing.

LANSLOWNE AVENUE.

Near Dundas Street.

COR. DUFFERIN AND

BLOOR STREETS



THE  
**ELIAS ROGERS CO.**  
 LIMITED



**RETAIL BUTCHERS' SECTION.****Toronto Branch.**

The annual meeting of the Butchers' Section of the Toronto Branch of the Association was held in the Board Room, Thursday evening, the 18th of January, at eight o'clock, with the chairman, Mr. Fred Fuerst, presiding.

Many questions were discussed affecting the interests of the general retail trade of the city.

**City Telephone System.**

Mr. E. M. Trowern, General Secretary, stated that the General Executive of the Toronto Branch of the Association would wait upon the Board of Control the next day to ask that the offer of the Bell Telephone Co. for an exclusive franchise be not accepted, and that the merits of the Stark Telephone, Light and Power Company be examined into before any definite action were taken. He stated that while in Montreal recently he attended a meeting of the city council there, which was considering the question of laying electric conduits throughout the city, to be owned by the city and rented to the various companies doing business in the city.

**Pedlars' License Act.**

Mr. Trowern also stated that the Legislative Committee of the Ontario Legislature were obtaining information from various parts of the world as to the working of different systems in operation for regulation of pedlars, and he was very hopeful that a satisfactory Pedlars' License Act would be put through at the next session of the Legislature.

**Companies Not Liable.**

A lengthy discussion took place upon the state of the law as it now stands under which incorporated companies are not liable for misrepresentation in the goods they sell except by civil process. Many specific cases were mentioned where petty frauds are practised upon the public with impunity which could be prevented if the law would allow of the offender being prosecuted.

The General Secretary stated that Butchers' Sections had been formed in connection with the Montreal and Quebec Branches of the Association. The meeting then adjourned.

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**HAMILTON INTERESTED IN PURE FOOD.**

We are glad to see the Toronto papers taking up the matter of the adulteration of food, and urging upon the Government the high desirability of doing something to check the growing evil.—Hamilton Spectator.

**NIAGARA FRUIT GROWERS AND CALIFORNIA ORANGES.**

The fruit growers of the Niagara peninsula are asking for a rearrangement of the tariff on various kinds of fruit grown in that district. At a meeting of the Niagara Peninsula United Fruit Growers' Association at St. Catharines on the 18th of this month a resolution was passed asking the Dominion Government to arrange the tariff on fruit on the following flat rate basis: Strawberries, three cents per pound, instead of two cents, as now; raspberries, gooseberries, cherries, blackberries, currants, remain at two cents per pound, as now; plums, one cent per pound instead of 25 per cent. ad valorem; peaches, two cents per pound instead of one cent; pears, one cent. per pound instead of 20 per cent. ad valorem.

Mr. E. D. Smith, M.P., Winona, declared that it was absolutely necessary in the interests of the fruit-growers of Canada that a prohibitive duty be placed on California peaches for a while. If California peaches are kept out of Manitoba and the North-West, Canadian fruit-growers can send thousands of bushels up there and develop a profitable market.

The association passed a strong memorial to the Ontario Minister of Agriculture, stating that in the opinion of the fruit-growers it is most desirable that an experimental fruit farm be established in southern Ontario, which might be planned on a broader scale than the existing experimental stations of the Province.

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**OWEN SOUND BY-LAWS.**

By a vote of eight to one the waterworks by-law to raise one hundred and fifty thousand dollars to expropriate the Sydenham River at Owen Sound for waterworks purposes was defeated. The vote was 546 against the by-law to 70 in its favor. The by-law had the support of the entire Council.

\*\*\*

**A LARGE SALE IN SHORT TIME. WHY?**

How has Canada Flakes attained its large sale in such a short period? Answer.—Full value in every package combined with judicious advertising and energy.

Why do the Wholesale Trade and the Retail Trade both heartily join in the statement that Canada Flakes is now the Leading Cereal? Because they are in a position to know. Every merchant pushes Canada Flakes because he feels his customers receive fullest value in it.

New premiums with every package of Canada Flakes.

**PYROGRAPHY SUPPLIES.**

Pyrography goods seem to have been well patronized last year. The Acme Supply Co., of 60½ Adelaide Street East, Toronto, tell us that most unfortunately they were unable to fill all their Christmas orders, owing to the extraordinary rush on Canadian-made wood blanks for amateur wood burners.

They wish us to apologize for them to those who ordered just before Christmas, and who were disappointed.

In the opinion of some of the largest retail stores the pyrography business will be larger than ever in 1906, and we think the Acme Supply Co. will not be "caught napping" again. They are getting out a lot of new designs at a large expense, and, as the demand for these goods lasts until outdoor sports step in, the Acme Supply Co. are looking forward to a busy time.

\*\*\*

**A HERO OF MANY BATTLES.**

William Skevington, a Crimean veteran, died recently in Nottingham. He was one of the little band of heroes commanded by Colonel Hume at the Battle of the Alma, who saved the regimental colors during a fierce attack. Though greatly outnumbered, the handful of men refused to obey the order to retire, holding their ground until the arrival of the Guards' Brigade. Skevington served in the trenches before Sebastopol with conspicuous gallantry, and also took part in the Indian Mutiny, fighting in fourteen pitched battles. He leaves five sons serving in the army.

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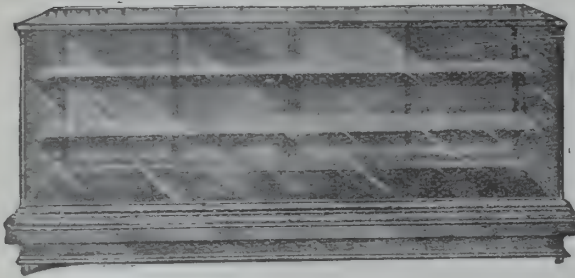
**DOMINION FINANCES.**

The first half of the current fiscal year in Canada closed with a surplus of \$12,129,472 in ordinary receipts over ordinary expenditure, the revenue being \$37,877,167 as against \$25,747,695 disbursements. For six months the receipts gained \$2,746,659 and expenditures \$3,872,481, as compared with the same period of the year previous.

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**HAS HEAVY LIABILITIES.**

The Master-in-Ordinary has appointed Mr. Osler Wade permanent liquidator of the Toronto Cream and Butter Company, Limited. The statement of affairs presented in the report of the interim liquidator exhibited assets of \$20,600, consisting of building, plant and machinery, horses, wagons, cash on hand, accounts receivable, stock and fixtures; and ordinary liabilities of \$33,558.56. The liquidator has advertised the assets for sale by tender for January 31st.



**BEST ON EARTH—THE CORONATION (Patented)—HAS NO EQUAL.  
ALL GLASS TOP—NO WOOD frame ABOVE or AROUND**

**N. R. LINDSAY,  
Manager.  
Phone Main 3611**

**DOMINION SHOW CASE COMPANY,**

**71 ADELAIDE ST. EAST,  
TORONTO.**

### If it's a "Coronation," It's the Greatest Money Maker.

The verdict of everyone—even our competitors—who have seen our patent "Coronation" RAPID SALES Case is that there is nothing to equal it on the market at the present time. It is a peerless case in every respect, and is without a rival anywhere. It has become so popular that it keeps us hustling to keep up with our orders. We are putting this style of case into all the best stores in Canada, from the Atlantic to the Pacific. We have recently placed \$1,000.00 worth of them in one store alone in this city, thus proving the superior claim of this magnificent and greatest money-making case.

A **FIRST-CLASS** photo cannot do this case justice, much less a cut of any kind. **ALSO MADE IN K. D. STYLE.** The **SIMPLEST** and **BEST** in the market. None so good for the price. None better at any price. the glass to become scratched, dirty and unsightly in appearance.

## Handy Card Ledger Outfits



### For Keeping Petty Accounts

The Card Ledger provides the safest and simplest method of existence by which a dealer may dispense with a day-book.

This outfit may be kept behind the counter, each item being entered immediately. Each card contains at all times a complete record of the account of any customer. As soon as the account is "closed" it is transferred to the guides back of the "closed account" guide. Should it be reopened, it is returned to the "live" accounts.

Outfit No. 52, 5 x 3 in. Cards, Holds 150 accounts - \$1.00  
Outfit No. 62, 6 x 4 in. Cards, Holds 150 accounts - 1.40

Order by Mail

**The Office Specialty Mfg. Co., Limited**

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Branches: Montreal Ottawa Winnipeg Vancouver

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**NATURAL, BLACK, RUSSIAN,  
RAT, BROWN, CANADIAN  
MINK, JAP MINK, ETC.**

## Coon and Fur Lined Coats

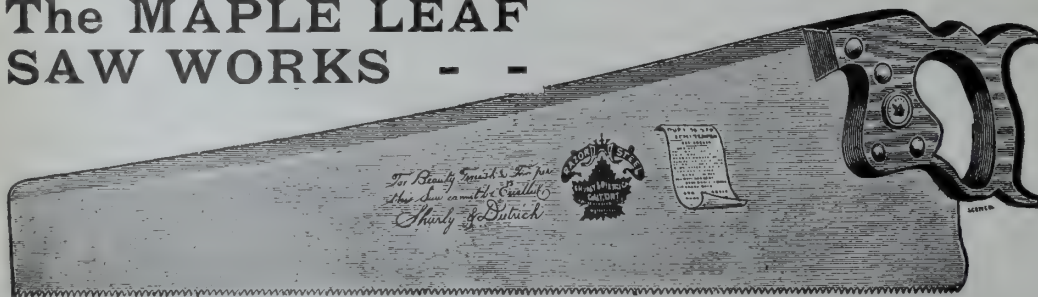
### FUR SKINS

**OTTERS, PERSIANS, MINK, Etc.**

**JOHN McKAY**

**151-155 BROCK, - KINGSTON**

## The MAPLE LEAF SAW WORKS - -



### OUR 1900 HAND SAW

Our Hand Saws are superior to any other make on account of their finish and temper. No mechanic's tool chest is complete without a Maple Leaf Hand Saw.

**Shurly &  
Dietrich**

**GALT, ONT.**

Manufacturers of all kinds of Saws, Plastering Trowels, Iron and Brass Bedsteads. All saws tempered under our secret process, which toughens and refines the steel.



**PREMIUM FOR A BACON HOG.**

The superiority of the Canadian hog for bacon purposes has awakened the American's interest on the subject. The recent embargo on the American has not unlikely brought the question into greater prominence and the Chicago Drovers' Journal refers to the matter in this way:

On several occasions during the past year it has been suggested in these columns that the conditions of the times indicated the necessity that packers should provide and offer a premium for the production of a high-class type of bacon hogs.

It has been pointed out that the special attention that is being given to encouraging the production of such hogs in Canada, Denmark and other foreign countries is placing those countries at a decided advantage in the matter of securing foreign trade in cured bacon and some classes of hams. There is such absolute and reliable uniformity in the cured meats that are prepared for foreign trade by Denmark and some sections of Canada and some other foreign countries that American bacon frequently suffers in comparison in the markets abroad.

Again, the reputation that has been established for Canadian and Danish bacon abroad, which has resulted in a premium being established on some such product, has rendered it possible for unscrupulous foreign dealers to pick off the most attractive sides of American bacon that reach them, and than which there is no better type of bacon made, and put it on sale as the best product of some other country, leaving the more ordinary portion of the consignments of American bacon to suffer still more damaging comparison than it should if given a fair show. The time has come when efforts must be made to adjust affairs in the bacon-production industry in this country to meet this unfavorable and unfair method of competition.

As the first step looking toward the adjustment of these untoward conditions for bacon trade to something better the announcement of Swift & Co., which will soon be made, that they are to provide a premium for the production of a good class of bacon hogs in such territory as is best adapted to the production of that type should be welcome.

Should other packers follow this enterprising step that one of Chicago's great houses has now taken it will be but a short time until the American bacon hog would establish for himself a reputation abroad that would not leave to the American beef steer and the American mutton sheep all the glory that attaches to our foreign trade in meats.

In the suggestion that portions of American hogs have in the past been palmed off for that of the product of some other country, is just what the Canadian farmer has been afraid of

when the American hog was packed and shipped from Canadian houses. Honest competition for the bacon trade from the Republic in the British markets will be interesting, and will serve to stir up the Canadian farmer and packer to even greater success.—Toronto World.

\*\*\*

**GOVERNMENT WILL BUILD DAIRY SCHOOL AT GUELPH.**

The Western Dairymen's Association has asked the Ontario Government to put up a building for scientific research work in dairying on the Ontario Agricultural College Grounds at Guelph. It is announced that the Government have considered the petition favorably, and that an amount will be placed in the estimates for 1906 to meet the cost. It is intended that the building shall have the most modern equipment for advanced study on the subject of dairying. Dairy experts will be sent to similar institutions in the United States to study the methods used there, and information on the subject will be got from all other possible sources, so that the best apparatus made be installed in the new laboratories, and the most approved methods be employed from the very start.

\*\*\*

**DOMINION COAT AND APRON COMPANY.**

Application was made the other day before Chief Justice Mulock in Chambers at Osgoode Hall for an order to wind up the Dominion Coat and Apron Manufacturing and Supply Company, of Toronto. The company has a nominal capital of \$40,000, of which \$10,000 is paid up. It would appear that for some reason or other the company found itself in the position of being sued for wages before the Police Magistrate of the city, which with other indications made it apparent that the Company was in difficulties.

\*\*\*

**ALGONQUIN PARK TO BE UNDER MINISTER OF PUBLIC WORKS.**

Details are now being arranged for the transfer of the supervision of the Algonquin National Park from the Provincial Department of Lands and Mines to the Department of Public Works. The chief object in setting aside and maintaining the park is the preserving of the big game with which it abounds, and, as this comes within the jurisdiction of the Minister of Public Works, it has been deemed advisable to put the park more immediately under his care. The Department of Lands and Mines will, however, still exercise control over the park timber.

**PUBLIC OWNERSHIP OF TELEPHONES.**

At a large and representative gathering of county and township councillors in Waterloo county, which took place at Berlin on the 18th of January, for the purpose of discussing the adopting of a good roads system, the following memorial was unanimously endorsed and ordered to be sent to all the county councils, boards of trade and Retail Merchants' Associations in the Province:

"That whereas it is desirable that all public utilities that are in the nature of monopolies and are capable of being operated to advantage under Government contract, should be assumed and operated for the people, and that the telephone service is such a monopoly; and

"Whereas it is doubtful if any action will be taken by the Government of Canada towards the taking over and operation of the telephone service or of the long-distance and trunk lines; and

"Whereas the Government of the Province of Manitoba has, after due investigation, announced its intention of establishing a Government service throughout that Province; and we believe that the conditions existing in Ontario are exceptionally favorable for the operation of a provincial telephone service, and that the lack of such a service is felt by the farmers and others alike.

"Resolved, that your petitioners humbly pray: That the question of establishing a provincial telephone service receive the immediate attention of the Government of Ontario and the Legislative Assembly."

\*\*\*

**EIGHT MILLIONS FOR TOYS.**

The real amount of cash money paid out in the United States alone for toys that on Christmas morning gladden the hearts of American children is conservatively estimated at \$8,000,000. This means about sixty cents apiece for the something like 13,000,000 of five to twelve year old children. The children of no other country on the globe have anything like so lavish an average amount of money expended for toys for them, not even the children of Germany—Germany, the home of toymaking and toy giving. Verily, indeed, the lot of the American child has been cast in the richest sort of clover when it comes to toy getting and not a few other things in the bargain.—Cincinnati Enquirer.

**W. R. Johnston & Co.**  
LIMITED  
**Wholesale Clothiers**  
Cor. Front & York Sts., **TORONTO**

**BUTTER EXPORT TRADE.**

Some idea of the growth of the butter export trade of Canada can be got from the fact that the exports for last year were 80,000 packages more than 1904, and 225,000 packages more than in 1903. The price obtained last year was three and one half cents per pound greater than for 1904.

\*\*\*

**FALL WHEAT IN ALBERTA.**

The growing of fall wheat is increasing rapidly in the new Province of Alberta. It was at one time thought that only spring wheat could be grown in all that great expanse of country between the Great Lakes and the Rocky Mountains, but experiments on a small scale began to be made in various sections throughout that territory, some of them under Government supervision, with a view to determining if fall wheat could be successfully grown in any parts. It was found that the climatic conditions in the neighborhood of the Rocky Mountains were favorable to the growth and maturity of this cereal, and during the last few years the acreage under crop has been increasing rapidly. For many years back fall wheat has been grown with success in small quantities in isolated sections in that country, but not for commercial purposes.

The condition of the fall wheat of Alberta to-day is declared to be A1. The acreage is largely increased as compared with 1905, and the progress of the plant is good in every instance. From Lethbridge the report asserts that the fall wheat acreage is heavy and as a result of the recent snows is in a very favorable condition. From Nanton the reports are that the fall wheat is a very fair average. High River is not quite so optimistic, the report saying that the wheat has not secured a good start yet, except that on the summer fallow, which is most flattering. It is six inches high on summer fallow and quite vigorous. That put in after September 15, however, is not so good, but a favorable spring will result in a large crop.

Macleod reports a splendid condition and prospects of a fine yield. At Claresholm, one of the best "Alberta red" districts in the West, the conditions are most satisfactory, the plant is strong and making excellent progress. At Pincher Creek everything is reported progressing, with a largely increased acreage and prospects of a huge yield. Two feet of snow fell in that district in December and much of it remains as a warm wet cover for the growing grain.

\*\*\*

The revivalists, Torrey and Alexander, made no mistake in going to Toronto. On Tuesday the newspapers announced that the hymn books handed out at the meetings were being stolen by the hundred.—Alliston Herald.



# Commercial News



Port Perry and Utica are now connected by telephone.

Lindsay Gas and Power Co. have been granted a franchise by the town council and a fixed assessment of \$8,000 per annum for ten years.

The Collingwood Shipbuilding Co. has a big year's business ahead, and it is expected that in six weeks 700 men will be employed in the yard.

The Peterboro' county council has passed a strongly worded resolution against any change in the present system of selecting county councils.

The G. I. R. has purchased five acres of land in Belleville adjoining the station to increase the yard accommodation.

The Orangeville Furniture Company's factory at Orangeville, has been sold to the Handrel Manufacturing Company, of Toronto, for \$9,500.

A movement has been started among temperance people of Brantford to build a co-operative temperance hotel.

Early closing by Canadian Soo merchants has been agreed upon for another year, but more open nights are provided for now than under the former by-law.

Kingston's municipal-owned waterworks has finished the year with a surplus of \$4,605.

A representative before the Tariff Commission at Winnipeg last week, who opposed the duty on fruits, produced some samples of XXX and XX apples from Ontario so miserably inferior as to cause the most adverse comment by the Commissioners. When will the Ontario apple shipper learn the lesson of honesty in dealing with the Westerner?

Lord Strathcona at Montreal recently predicted that before the end of the present century Canada would have a population of over eighty millions.

W. H. Cummins, who has been in the drug business in Grimsby and Hamilton for ten years, has bought out the drug business of F. G. Sanderson, St. Mary's.

A bill has been introduced into the Assembly of the State of Virginia to prohibit the game of football. A penalty of from \$50 to \$100 is provided for each offence.

The growth of the butter industry in the North-West in recent years has been remarkable. In 1897 the output of the Government creameries did not exceed 477,903 pounds. Last season it amounted to 1,034,900 pounds, a gain of 118 per cent. in

eight years. The market for this butter is in British Columbia and the Yukon, a considerable quantity going to Japan.

An exhibit of apples from British Columbia, shown recently at Caxton Hall, London, is said to be the finest seen in England for years. The London Horticultural Society awarded the Province a gold medal and eight industrial exhibitors medals of lesser value. The Nova Scotia exhibit was also very much admired, and was awarded the silver medal. Where was Ontario?

C. B. Dunkie headed the poll for alderman at the municipal election New Year's Day.

\*\*\*

**DEFECTIVE SCALES.****Three Prescott Merchants Have Their Scales Confiscated.**

On Jan. 7th Chief Scale Inspector Johnston and his deputy visited Prescott market and ordered all those selling produce by scales to take them into the Town Hall for inspection. The result was that three scales were confiscated and destroyed. Two owners of scales failed to show up and it is likely warrants will be issued for their arrest.

\*\*\*

**CONTROL OF RUBBER COMPANY.****Syndicate Buys Majority of Stock in Open Market.**

A Montreal despatch says: A controlling interest in the Canadian Rubber Company has been secured by W. G. Stephens, M.P., capitalist; D. Lorne McGibbon, general manager of the Canadian Rubber Company; Shirley Ogilvie, secretary of the Ogilvie Flour Mills Company, Limited, and A. Pringle, of the E. A. Pringle Company.

These began quietly about three months ago to buy stock through a brokerage firm, and now have 7,500 of the 15,000 shares of the company. The syndicate began buying at 85, and followed up until at present the price stands around 140.

About 2,000 hands are now employed, and it is proposed to greatly increase the business. The company, besides having branch depots at Toronto, Halifax, Winnipeg and Vancouver, does a large export business.

Control was secured so quietly that when they were notified, the directors had no idea of the move. The present president is Sir Montagu Allan.



# Be Sure

When Buying Furniture and Ask Your Dealer for the  
**John C. Mundell & Co.**

Fancy Chairs	Fancy Rockers
Morris Chairs	Morris Rockers
Bedroom Chairs	Bedroom Rockers
Office Tilters	Office Chairs
Hotel Chairs	Rotunda Chairs
Typewriter Chairs	Cafe Diners
Turkish Chairs	Mission Furniture
Arts and Crafts Designs	
Seats for Dens, Smoking Rooms, Etc.	
Library Furniture in Mission Styles, Etc.	

Perfect Workmanship  
Admirable Finish  
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are all characteristic of this make of Furniture. Take none but the best when you buy.

**JOHN C. MUNDELL & CO.**  
ELORA, ONT.

# SUPREME QUALITY Stewart's

**CHOCOLATES AND BON BONS**

Are made for those who desire

**QUALITY**  
**PURE - DELICIOUS**

We have a beautiful line of package goods and novelties for the Trade.

Our new  $\frac{1}{2}$  lb. and 1 lb. boxes

**ARE WINNERS**

Write for Samples and Prices.

THE  
**STEWART COMPANY**  
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It's our business to help make  
your home comfortable.

# BROWN'S



## What It Means to Have An Account at Brown's

- I means** a cosy home for everybody.
- I means** the same comfort to the wage earner as to the rich man.
- I means** all the household goods you want and desire to suit your condition in life.
- I means** clothing for all the family on the same terms.
- I means** having all your needs supplied within twenty-four hours, and you use the goods while paying for them.
- I means** that when your goods are but partially paid for and calamity or illness should befall you, no embarrassment or loss can possibly happen to add to your burdens.

Complete Line of Roll Top Desks and Flat Top Desks, Office Filing Cabinets and Systems, Board-room Tables, Tilting and Office Chairs.

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Window Fixtures, Wire Work, Architectural Wrought Iron Works.**67 WELLINGTON PLACE, TORONTO, ONT.**

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**THE Ames, Holden Co's**

SPECIAL LINES OF FOOTWEAR

**"The Traveller"**

A man's fine \$3.50 shoe.

**"The Artisan"**

Staple shoe made for the masses.

**"The Royal Purple"**

Ladies' fine shoe, nobbiest line on the market.

**"The Tru-Fit"**

None better, few as good.

Woman's shoe, retails \$2.50.

**2****Soap Leaders****Silver Star**

(CAKE) and

**Royal City Bar**

Manufactured by

**Guelph Soap Co.,****GUELPH, Ont.**

P. O. Box 45

Phone 396

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New Hamburg, Ont. Limited

HIGH GRADE

**FOOTWEAR**We manufacture all kinds of  
**Felt Boots and  
Shoes and All-  
Wool Lumber-  
men's Knitted  
and Felt Socks**ABSOLUTE SATISFAC-  
TION in knowing that when  
you buy the HAMBURG Felt  
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GOODS MADE . . . .Write us for samples and prices. We have JUST WHAT  
YOU HAVE BEEN LOOKING FOR. We sell direct  
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Popular Hotel. Popular Prices.

**ARLINGTON HOTEL**  
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Special rates by Week.

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**Unequal Restorer.  
The Best Appetizer  
Known.**

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Cinchona Bark**

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Manufacturers of

**COUNTER CHECK BOOKS  
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UNADULTERATED

No danger of being fined  
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Jams if you handle only  
the E.D.S. Brand. These  
are Pure. The Govern-  
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Manufactured  
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**E. D. SMITH**

FRUIT GROWER AND SHIPPER,

**WINONA, ONTARIO.**

Also High-Class Nursery Stock, both Fruit and Ornamental.



PHONES  
North 1787  
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We  
MANUFACTURE  
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**STONE  
WARE**  
Marketed  
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## CROSSE & BLACKWELL, Limited

### PICKLES, SAUCES, JAMS and PRESERVED PROVISIONS

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Agents, C. E. COLSON & SON, MONTREAL

Avoid the Food Inspector

## ROCK CANDY SYRUP

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### NOTICE TO THE RETAILER

If you sell Rock Candy Syrup you will not be troubled by food inspectors. |

Rock Candy Syrup is made from drippings of Rock Candy and Maple Sugar. It is as good for table use as Maple Syrup.

Send for sample or trial shipment. Your money back if not satisfactory. We quote:—

6 one gal. tins (wine measure)	-	\$4.00 per case
12 half " " " "	-	4.30 " "
24 Quart " " " "	-	4.30 " "
24 Pint " " " "	-	2.20 " "
5 gal. tins imperial meas., (1 to can)		3.50

Freight prepaid on shipments of three cases and over to all points in Quebec, New Brunswick, Nova Scotia and Ontario; as far north as Owen Sound, Gravenhurst and on the main line of the Canadian Pacific Railway (only) as far north as North Bay. To all points beyond these limits east of Winnipeg, a freight allowance of 25c. per 100 lbs.



## IMPERIAL SYRUP COMPANY, MONTREAL



THE  
**Retail Merchants' Journal**  
OF CANADA

Vol. 4

February, 1906

No. 2

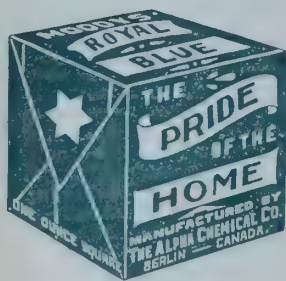
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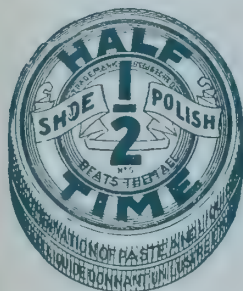
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Flavor,  
Keeping Quality,  
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**3** Good Points

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**COUGH CANDIES.**

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**WE EXCEL IN**

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WRITE FOR PARTICULARS.

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TORONTO, CAN.



**BEWARE OF IMITATIONS**

**TWO BIG SELLERS**

**Maple Cream Hearts**    
**Twin Block Pure Maple Sugar**

Maple Cream Hearts are put  
up in Pails of 18 lbs. each,  
and sell for 20 cts. per lb.

Price Per Pail - **\$2.16**

(No charge for Pails)

Profit to Retailers on one

Pail - **\$1.50**

$\frac{3}{4}$  LB. TWIN BLOCK



DESIGN PATENTED.

Twin Block Pure Maple  
Sugar is put up in cases  
containing 40  $\frac{3}{4}$  lb. blocks,  
and sells for 10 cts. each, or  
may be broken in two for 5c.  
sale ; in handling this Sugar,  
there is no weighing or waste.

Price per Case - **\$3.00**

Profit to Retailer on one

Case - **\$1.00**

We are the originators and sole patentees of these goods. We are now taking legal proceedings against infringers who are offering similar goods of an inferior quality. In ordering specify **Twin Block Maple Sugar** and **Maple Cream Hearts** and you will get the genuine.

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We make and sell everything in Rubber.

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"Canadian" Rubbers—The Retailer handling our Rubber Footwear is supported by extensive advertising of the most aggressive and up-to-date character.

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Look for our Trade Mark when buying your Rubber Goods. It's a protection.

## THE CANADIAN RUBBER CO. OF MONTREAL, Limited

Halifax. Montreal. Toronto. Winnipeg. Vancouver. ESTABLISHED FIFTY-ONE YEARS

# It is for You

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## "FIVE ROSES" FLOUR.

This brand is admitted to be a quicker seller than any ordinary brands, and is the source of profit and satisfaction to all who carry it.

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Other Brands MAY wear  
—well but the—

# MAPLE LEAF FOR EVER

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**G. V. OBERHOLTZER CO.,**  
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BERLIN, ONTARIO,

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WE MAKE SPLENDID WEARERS  
WE MAKE SPLENDID FITTERS  
In Standard Screw and McKay's

We show Attractive, Well-fitting,  
Up-to-date Goodyears and Turns

MAIL ORDERS RECEIVE SPECIAL ATTENTION

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Just soft enough to give  
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Just hard enough to give  
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# THE Retail Merchants' Journal OF CANADA

The Official Organ of

The Retail Merchants' Association of Canada

TORONTO, CANADA

FEBRUARY, 1906

## ADULTERATED MATERIALS.

Public attention is directed in a recent issue of "The Lancet" to the wholesale manner in which the materials that keep us warm during the day and the blankets which cover us at night are adulterated.

"The silk dress of the lady of a hundred years ago rustled as she moved on account of the goodness of the silk; now it rustles with the 36 per cent. of salts of tin used to sophisticate it. The lady of the period in her silk dress is, indeed, a sort of 'woman in armour.'"

"Epsom salts, instead of being used for medicinal purposes as formerly, are now employed, it would appear, for loading flannel. The snowy table-linen which used to delight the hearts of Mrs. Tulliver and Aunt Gleig, is no longer linen as of yore, but largely made of cotton, filled with china clay, starch, and size. So, too, collars are often of cotton faced with linen."

"In a word, nearly every kind of fabric which is sold is adulterated in some form or other, and the public, in blissful ignorance of the truth, when it finds out how badly the things wear, lays the blame upon the laundryman and the dyer and cleaner instead of upon the real culprits, the manufacturer and the linen draper and hosier."

"The Lancet" states that the skin is liable to become attacked as a result of the actually poisonous substances which are set free by the action of the perspiration upon the metallic compounds contained in the apparently innocent wearing apparel.

\*\*\*

## STRATFORD'S WATERWORKS PAY.

The report of the auditors for the municipal accounts of the city of Stratford, Ontario, shows that, after paying all current expenses, the waterworks department gave a profit of twelve thousand dollars for the year 1905. Nine thousand of this balance was handed over to the city for sinking fund and debenture interest.

## GUELPH DOES A PROFITABLE BUSINESS.

The city of Guelph not very long ago municipalized the business of manufacturing and supplying light and power for city and public use. On the 3rd of the present month the report of the manager of the works for the previous three months was made public. This report showed a balance of \$4,283.83 in the gas branch, and \$3,987.47 in the electrical branch. After allowing for joint expenditure the net gain was \$7,094.93, and for the six months ending January 31st last, \$12,716.77. This favorable showing was made in face of the fact that a reduction in rates had been made during the past year. Further extensions of the system are being made, and others are in contemplation, which are estimated to cost in the neighborhood of eighty-five thousand dollars.

\*\*\*

## DEATH OF E. B. EDDY.

Death has removed one of the foremost figures in the commercial life of Canada in the person of the late E. B. Eddy. Few manufacturers have been more closely connected with the retail trade in Canada. Commencing with the manufacture of matches in a small way many years ago, he has built up a business on the banks of the Ottawa that for variety of products is perhaps equalled by but few other establishments in the country. In the course of his business career he met with many heavy losses by fire, but these did not seriously affect the great success which he attained by his energy and ability to profit by opportunities. Mr. Eddy was a native American, being born in the State of Vermont, but he became a naturalized Canadian, and took quite an active part in public life, having several times been Mayor of the city of Hull, and sitting for one term as a member of the Quebec Legislature. His remains were laid at rest in his native Green Mountain State.

## HOW LADY STRATHCONA REMEMBERS CANADA.

Lady Strathcona's munificent donation of ten thousand guineas to the Queen's fund for the amelioration of the condition of the unemployed in England is to be employed mainly in assisting emigration from amongst this class to Canada. The letter accompanying the donation shows not only that Lady Strathcona's heart is sound towards the land in which her husband made his wealth and fame, but also that she strongly understands the conditions on this side of the ocean. The sum of one thousand guineas is to be applied to the immediate relief of those deserving persons unable to find employment, and the balance of nine thousand guineas is to be utilized as a fund out of which gifts or loans, at the discretion of the trustees, are to be made to suitable persons amongst the unemployed, to enable them, with their wives and children, to emigrate and become settlers as agricultural laborers and farmers in our North-West. This would afford them an opportunity to permanently leave the class of the unemployed and become well-to-do and consequently contented citizens of Canada, owning their own farms, and devoted makers of the Empire, to which she well says all Canadians are proud to belong. This gift is true philanthropy, in that it has no tendency to further impoverish those receiving its benefits, but is calculated to make them thoroughly independent and self-supporting. The Church Army in England has added two thousand five hundred pounds to Lady Strathcona's gift.

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## CANADIAN CUSTOMS REVENUE.

For the seven months ending January 31st the receipts from Customs at Canadian ports of entry amounted to \$26,292,114, which is \$2,083,147 more than for the same period of the previous year.



## Trade Bringers

### The Leader Barrel Churn

New Model (Style "E.")  
Angle, Steel Frame, Bicycle Ball Bearings, Hand and Foot Combination Drive, quickly detachable from Barrel. Spring attachment to treadle, giving an easy and elastic motion.

### The New Century (Ball Bearing)

### Washing Machine

Has been on the Canadian market about three years. It has been said that: "The memory of equality lasts long after the price has been forgotten."

This applies to the New Century most emphatically.

It is built to satisfy, and it does satisfy both the dealer and user.



**The Dowswell Manufacturing Co., Ltd.,**  
HAMILTON, CANADA.

## Gurney's Latest Range



### The Imperial Oxford

Is the Most Up-to-date Range on the Market and the Most Economical Fuel Saver with Defusing Oven Flue, Draw Out Oven Racks and Grate Draw Out in front. Sold at

**GURNEY'S, 231 Yonge St. and 287 College St.**

entered and there was a  
mile walk to Broadway.

### A SURPRISING FIND

Collections of Half a Century Result in Extraordinary Accumulation Beneath a Cashier's Desk.

Mr. Wright, the National Cash Register Co.'s agent in Winnipeg, has in his possession an old drawer, which was taken from a general store in Kingston, Ontario, where it has been in use for fifty years. Through all changes of system from the establishment of the store, when the proprietor only had access to this cash-drawer, and when all the clerks used it, and during the period it was under the supervision of an individual cashier, the drawer was never changed, occupying a position beneath a cash desk. In the box-like arrangement where the cashier sat there was a false floor about six inches high, which did not cover the main floor entirely. When the proprietor tore out the cashier's desk recently, an assistant gathered up the refuse to throw out into the lane, when, at the suggestion of Mr. Wright, it was sifted. After all the dirt had been carefully cleared away, one hundred and eighty-six dollars in small gold and silver coins of all denominations, and dilapidated bills, were rescued from this refuse. The proprietor's surprise can be imagined, and yet he said he had never missed the money, and never knew it was gone! The drawer itself is so badly carved and worn by long service, that one might wonder how it now holds together.

THREE NEW ORANGE 100000

## \$2000 Lost

at one time would startle you, yet you think nothing of the pennies that fall under the counter every day that amount to hundreds of dollars a year. Twenty years with old methods mean a loss of thousands of dollars.

A cash register prevents this loss of profit by enforcing automatically the registration of cash sales, credit sales, money paid on account, money paid out, or money changed.

Send for representative  
who will explain N. C. R.  
methods.

**N. C. R.  
Company**  
Dayton Ohio

Please explain to me what kind of a register is best suited for my business  
This does not obligate me to buy

Tear off here and mail to us today

Name

Address

No. of men



**ONTARIO'S BEET SUGAR.**

There are two factories in Ontario making sugar from beets, one at Wallaceburg and the Ontario Sugar Company at Berlin. These factories have made their returns to the Provincial Secretary's Department for the season of 1905 in order to secure their shares of the provincial sugar bounty, which is one half a cent per pound. The Wallaceburg factory turned out 11,276,066 pounds of sugar, and the Berlin factory 9,510,753 pounds. The Act granting the sugar bounties was passed a number of years ago under the old Government, and set aside \$375,000 for that purpose, of which not more than \$75,000 could be paid in bounties in any one year. The sugar made would, at the rate of half a cent a pound, have earned for the season bounties of over one hundred thousand dollars, thus exceeding the amount that can be paid by over twenty-five thousand dollars. The bounty will be divided pro rata between the two factories. This is the first year in which the amount of sugar made has been sufficient to earn the maximum bounty, though in the two previous years it came very close to the mark, and next year the amount originally set apart will probably be all expended.

\* \* \*

**CANADIAN APPLE EXPORTS TO FRANCE.**

Mr. A. McNeill, Chief of the Fruit Division of the Department of Agriculture, Ottawa, when in Toronto a short time ago, stated that a new line had been opened up in the past two seasons in the shipment of apples from Canada to France. Some of the French buyers came direct to Canada this year, and it is estimated that their purchases the past season in Ontario alone amounted to about \$250,000. These buyers prefer Russets and Ben Davis apples, varieties which are not in such heavy demand in England as others, thus giving the Ontario grower another and a most profitable outlet for these varieties.

\* \* \*

**AMERICAN IMMIGRATION TO CANADIAN NORTH-WEST WILL DOUBLE.**

Mr. M. V. McInnes, Chief Canadian Government Agent for the United States, is of the belief that the coming season's immigration from the United States to Canada will double the record of any previous year. He says that a great number of people have made up their minds and set their hearts upon coming to the Canadian West, though many have very little information about the country except the fact that it is progressive, and that the land is the best. A great many United States merchants and business men are talking seriously about establishing branches in the Canadian West.

**PRESS INFORMATION SACRED.****An Important English Legal Decision.**

A very recent decision in the interests of the press, has been given by the Court of Appeal in London, England. The decision was to the effect that newspapers cannot be compelled to divulge their sources of information except under particular circumstances. The point was raised in a libel suit against a trade paper. The lower court ordered the defendant to disclose the name of the informant on whose statement the alleged libel was based. The Court of Appeal reversed the order regarding the disclosure of the name of their informant, but decided that the plaintiffs had the right to ask the defendants what information they possessed inducing their belief that their alleged libellous comment was justified. This decision places the press very much in the same position as lawyers, doctors and clergymen and some other classes, as to the inviolability of information given to them in confidence. It will no doubt be shown by the experience of the future that the press will be quite as careful not to abuse this right as have the other classes mentioned.

\* \* \*

**TAX EXEMPTIONS IN TORONTO.**

The property in the city of Toronto exempt from taxation now amounts to twenty-five and one-half million dollars, of which over four million and a half is in church property. The increase in exemption is three hundred thousand dollars in one year.

\* \* \*

**CUTE RAILWAY LAWYER.**

The young lawyer was explaining to a friend why it was that a client, who had been hurt in a railroad accident, had settled for so much less than the sum sued for.

"He came to me with his case," he said, "and I decided that he ought to get at least \$2,000 from the company, so suit for that amount was entered. I'd have got that much, too, or a good part of it, if my client had had a better idea of the value of money. At the same time, though, I can't help admiring the skill of the railroad's adjuster. He just went to my man with \$600, all in \$1 bills, and spread the big bundle all over the bed in which he lay. The money naturally looked an awful lot to his uneducated eyes, and he couldn't sign a release quick enough. If the adjuster had simply offered a check for \$600, or six \$100 bills, the offer would have been refused, but the mass of paper made a very effective bait, and I lost a big contingent fee."

**AN EXCELLENT BOOKLET.**

We are in receipt of the illustrated catalogue and price list of Messrs. Crosse and Blackwell, recently issued. For completeness and variety the list of articles put up and sold by this well known and old established English house is not surpassed by any other firm doing business in this country, and the excellence of their goods is a household maxim the world over. Messrs. C. E. Colson & Son, of Montreal, are the Canadian selling agents for Crosse & Blackwell, and we are pleased to call the attention of the retail trade to their advertisement in this issue.

**MAPLE SYRUP**

G. R. SMALL has been in the Maple Syrup business for 30 years and says, "that you cannot judge quality of Maple Syrup by the size of the ad or the claims in it"—See our ad in another column.

**Canada  
Maple  
Exchange**



# STARCH.

FOR FAMILY USE

## IVORY GLOSS

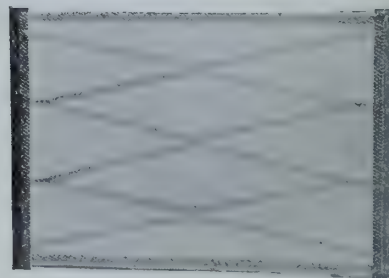
IS THE CHOICE IN EVERY  
FIRST-CLASS HOUSEHOLD.

### St. Lawrence Starch Co.

MANUFACTURERS

## THE ELMIRA SPRING BED AND MATTRESS CO.,

ELMIRA, ONTARIO.



WHOLESALE MANUFACTURERS OF ALL KINDS OF

Bed Springs and Mattresses,  
Wool and Feather Pillows.

WRITE US.

## BE IN THE RACE SELL



Gives a Black polish, not Blue. In the patent safety box, Clean Hands, Clean Clothes, Clean Shoes.

The biggest combination in the world for 10 cents.

[BIG BOX, BIG SHINE, BIG HURRY]

**DOMESTIC SPECIALTY CO.**  
HAMILTON, CANADA

## Pot Barley Pearl Barley Pure Barley Feed

WRITE US FOR QUOTATIONS.

Our New Mill is now running. It is better and larger than the old mill burned in November 1904. The Plant and Machinery are the latest improved.

OUR GOODS WILL SATISFY YOUR CUSTOMERS

**John Mackay Co., Ltd.**  
BOWMANVILLE, ONT.



The  
**Retail Merchants'  
Journal**  
of Canada

THE OFFICIAL ORGAN  
of  
**The Retail Merchants'  
Association of Canada**  
(INCORPORATED)

“All Retail Merchants United”

PRICE, \$2.00 PER ANNUM,  
IN ADVANCE

Correspondence is invited, but we do not hold ourselves responsible for the statements or opinions of those using our columns.

Copy for change of advertisements must be sent to the office, 21 Richmond St. West, Phone M. 2316, not later than the 1st of each month.

Secretary and Editor, E. M. TROWERN  
21 Richmond St. West, - - Toronto

Treasurer, J. A. BEAUDRY,  
88 St. Denis St., - - - - Montreal

**FEBRUARY, 1906**

**TORONTO GLOBE ON PURE  
FOOD.**

In view of the approaching Pure Food Show in Massey Hall, under the auspices of the Grocers' Section of the Association, an editorial that appeared in the Toronto "Globe" a few days ago is of interest as giving evidence of the effect that the work of our Association is having upon public opinion. Agitations looking to the prevention of harmful adulteration of articles of food offered for sale are by no means of recent origin, but our Pure Food Show of last year exerted a great influence in bringing the matter more prominently into public notice, and it has been the constant aim of our Association ever since to keep it there, and to work for the advancement of the cause of pure foods both by legislation and by inducing manufacturers to avoid and discourage the putting up of any articles, but such as are thoroughly wholesome and free from any harmful ingredients. There is one point that is touched upon in the "Globe" article, and to which we would be pleased to

see the press of this country give more attention, and that is, the proper labelling of packages, so as to show exactly what ingredients are in goods offered for sale. Many articles contain adulterations quite harmless to health, but a great deal of fraud is practised upon the public in this way. We have been agitating to secure legislation compelling the labelling of all packages showing exactly what they contain, so that the purchasers may know just what they are getting. There are great numbers of cases where manufacturers undersell one another by using harmless adulterations, and so not only gain an unfair advantage over competitors, but also lead the innocent purchasers into believing they are getting what they are not getting. The retail merchant is vitally interested in the prevention of impositions of this kind, since under our criminal laws he is liable to fine or confiscation of goods he offers for sale, if upon inspection they are found to be not as represented, even though he be an innocent party in not being aware that they are adulterated.

The "Globe" article referred to is as follows:—

Recent experiences in the United States Senate prove the necessity of dealing with the question of food adulteration before the dishonest practices acquire the strength of a commercial interest. A pure food bill has been before the Senate for four years, and a few days ago its former experience of delay through technical objections was repeated. The Senators who make the objections which defeat the purpose of the promoters are careful to protest they are in favor of and in sympathy with the measure. This declaration of principles is followed by protests against methods and modes of procedure, and these are sufficient to kill the bill. The Senators are in favor of the bill, but determined that it shall remain a bill and not become a law. The people who sell cotton seed oil under the label of olive oil and glucose under the label of honey belong to a class that has grown sufficiently numerous and strong in the United States to influence legislation at Washington. And unless prompt action is taken by the Dominion Government a similar state of affairs will develop in Canada. It is already significant that the recent prosecution of two retail grocers who sold fraudulently labelled jam was not followed by any action likely to bring the guilt home to the real offenders.

The immediate requirement is a strict law with regard to the labelling of foods, condiments, drugs, and beverages. This is essential not only as a means of preventing fraudulent practices, but as a safeguard against positively injurious substitutions. While some of the fraudulent labelling disclosed by chemical analysis is merely dishonest, a few cases have been found in which ingredients of a positively dangerous nature were used. The substitution of apple pulp for other fruits in canned jams, of veal for chicken, of starch for mustard, common beans for coffee, cotton seed oil for olive oil or for lard, and even glucose for honey, may be nothing worse than a fraud. But these and other substitutions often lead to the use of injudicious coloring substances to hide the evidences of dishonesty, and in this way many injurious substances may be introduced into canned and prepared foods. With the growing use of canned meats, fish and vegetables the possibility of fraud increases, and with it the danger of a commercial interest organized to prevent protective legislation. The Government has been neglectful in this matter too long already, and every year of delay will make effective reform more difficult. The law should provide for the legible and accurate labelling of all canned, bottled, or otherwise prepared foods, and should be so drafted that in case of infraction the guilty parties, and not the innocent dealers, will be punished. The pure food bill before the American Senate has the support of the retail merchants, and our own retail dealers are also in favor of preventing adulterations. But the influence of the dishonest manufacturers has proved too strong in the United States, and unless our own Government acts promptly similar obstacles will develop in Canada.

\*\*\*

**A "RUBBER" CALENDAR.**

The Canadian Rubber Company of Montreal, Limited, have just published one of the finest trade calendars we have yet seen. The size is 22"x15", and there is a sheet for each month. On every page are displayed engravings of some of the company's most noted rubber products, and this feature is very interesting, and quite novel so far as the rubber companies of the Dominion are concerned. The date figures in the calendar are very large, and the banking and other holidays are shown in red. The company has issued many thousands of these calendars, put up in cartons, ready for mailing, and any business firm in the Dominion can obtain one by simply sending a written request to either the head office, Montreal, or any of the sales branches throughout Canada.

## THE ROCHESTER LAMP CO.

Call attention to their large stock of

**Oil and Gas Lamps, Glass Shades,  
Chimneys, Burners, Etc.**

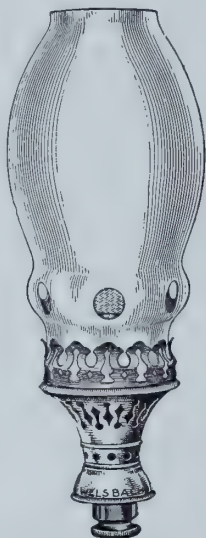
If you want the best  
selling Gas Lamp  
write us for either

**The Welsbach,  
No. 71.**

**The Lindsay,  
No. 5.**

OR

**The Wieduhold**



We also have a full  
line of the cheaper  
Lamps and Mantles  
at very low  
prices.

If you are in the line  
for Gas Fixtures send  
for our Catalogue and  
Prices. To be had  
for the asking.

**THE ROCHESTER LAMP CO.**

109 CHURCH ST. - - TORONTO

**Don't place your order until  
you see our New Samples of**

**PERFECT FITTING  
ELASTIC RIBBED**

## UNDERWEAR

✻ ✻ FOR ✻ ✻

### Ladies, Children and Infants

Our Travellers are now on the way to see you.

New Designs, New Trimmings, and the best  
quality on the market. \* -:- -:- -:- -:-

Our "CEETEE" Full Fashioned, 2 and 3-ply  
Underwear is equal to any imported, at lower  
prices. -:- -:- -:- -:- -:-

Non-Irritating, Non-Shrinkable, Wears Well and  
never gets Out-of-Shape. -:- -:- -:-

**THE C. TURNBULL CO. of GALT, LTD.**

ALL LEADING GROCERS

BUY THE

## Peacock Brand of Wines

BECAUSE THE QUALITY IS AL-  
WAYS THE FINEST, AND CON-  
SUMERS WHO ORDER ONCE, AL-  
WAYS ASK FOR PEACOCK BRAND.

**PURE, UNFERMENTED, WHOLESOME.**

MADE FROM CANADIAN FRUIT

**FLAVORS**—GRAPE, RED CHERRY, BLACK  
CHERRY, STRAWBERRY, RASPBERRY,  
GINGER, TOKAY.

Put up in cases of one dozen.

Ask your Wholesaler for these goods:

**BATES MANUFACTURING CO.,**

LIMITED

**9-11 Francis St. TORONTO, CAN.**

## MAPLE LEAF

STITCHED

**COTTON DUCK BELTING**

MADE IN CANADA



MADE IN CANADA

"MAPLE LEAF" is made of the best  
cotton duck woven to our own  
special formula.

"MAPLE LEAF" is the truest run-  
ning belt on the market.

"MAPLE LEAF" is superior to  
either Rubber or Leather, and  
in many places will do work that  
no other make of belt will.

"MAPLE LEAF" is suitable for all  
kinds of factories, mills, etc., for  
power and carrying.

**MAIN DRIVE BELTS  
A SPECIALTY**

Ask for "MAPLE LEAF" and take  
no other.

BEWARE OF IMITATIONS

MANUFACTURED ONLY BY

**Dominion Belting Co., Limited  
HAMILTON, - CANADA**

Use our "MAPLE LEAF" Belt Dressing





# REPORTS FROM BRANCHES



## RETAIL DRUGGISTS' SECTION.

### Toronto Branch.

The regular monthly meeting of the Drug Section of the Toronto Branch was held in the Board Room on Thursday afternoon, the 1st of February, at three o'clock.

There was a large attendance of members, representative of all parts of the city, the President, Mr. G. M. Petrie, being in the chair. A number of questions of interest to the trade were discussed.

Mr. Petrie made a short inaugural address, thanking the members for the confidence they had shown in him by electing him to the position of chairman of the section for the ensuing year.

### Report of Pharmacy Committee.

After the reading of the minutes Mr. F. W. Flett, chairman of the Pharmacy Committee, reported the names of the committee as follows: G. A. Evans, W. H. Field, W. A. Ellis, C. H. Cowan, J. W. Lawrence, W. H. Andrew, W. Hollingsworth, D'Arcy Munro, R. M. Green, John Hargreaves; F. W. Flett, chairman and convener.

### Report of Trade Improvement Committee.

Mr. W. J. A. Carnahan reported the following as comprising the Trade Improvement Committee for the year: Messrs. W. H. Pearce, Ralph S. Fleury, Jos. McKenney, Norman Lander, Chas. Playter, and W. J. A. Carnahan, chairman and convener.

Mr. Carnahan also reported that his committee had held one or two meetings, and he thought that with the hearty co-operation of the members of the Drug Section a good deal of useful work might be accomplished.

### Report of Membership Committee.

In the absence of the chairman of this committee, Mr. Petrie read out the names of the committee, as follows: Messrs. Walton, Ferrier, Carnahan, Ellis, Morden, Lawrence, Fraeleigh, Marshall, Bunting, McLean, Wright, McIntyre, and Andrews; J. W. Struthers, chairman and convener.

### Contract Plan Committee.

The report of this committee showed very satisfactory progress made in securing the adhesion of proprietors and manufacturers to the Contract Plan System.

## Proposed Legislation.

Mr. E. M. Trowern, General Secretary, addressed the meeting with regard to the unfavorable and unjust position in which retail merchants stand before the law in comparison with other classes, and outlined some of the legislation that the Association purposes endeavoring to secure to remedy the injustice. He also pointed out the advantage which labor unions and solicitors had over retail merchants in the making of agreements, and gave some suggestions as to how the criminal code could be amended so that merchants would not lay themselves open to a violation of the law when the wholesale and retail trades acted in unison. A very interesting discussion took place on the Secretary's remarks, and it was moved by Mr. Carnahan and seconded by Mr. Austin, "That in the opinion of this Section, the matter was of sufficient importance to be discussed by the General Executive Board, and that the same be forwarded as from this Section with a recommendation that an effort be made to have the criminal law amended as suggested at the coming session of the Dominion Parliament." The resolution passed unanimously.

The meeting then adjourned.

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## BERLIN BRANCH.

In connection with the series of lectures that are to be delivered before various commercial bodies and farmers institutes throughout the country, under the auspices of the Inland Revenue Department, at Ottawa, a communication was received from the Department by the Berlin Board of Trade. The officers of the Board of Trade passed the communication on to the Secretary of the Berlin Branch of our Association, considering that that body was more interested in such matters, and had better facilities for taking them up and pushing them to a successful conclusion. The Berlin Branch at once put themselves into communication with the Department at Ottawa, as a result of which it has been arranged that a lecture shall be given in that town by Professor John C. McLennan, of the Physics Department of the University of Toronto, at some time in the near future. The subject of lecture will be on the Metric System, and arrangements are being made to make the occasion most interesting and profitable to the retail trade and general public of the town and surrounding localities.

## MILLBROOK BRANCH.

### A Successful Meeting Held.

On the night of Friday, the 9th of this month, the merchants of Millbrook met in the council chamber to consider the question of organizing in their town a Branch of our Association. There was a fair attendance of the retail merchants, and a good deal of interest in the matter was shown by all present. Mr. Richard Clark was in the chair and Mr. Walter Gillott acted as Secretary. Organizer Jas. Eadie being called upon, gave a well prepared address upon the work the Association has been incorporated to do, and explained fully the advantages that would accrue to the merchants of Millbrook by belonging to such an organization. He dwelt especially upon the very valuable work being done by the Association in the way of securing legislation in the interests of the retail trade. He pointed out the remarkable growth of the organization since its inception only a few years ago, it having now been fully established in all parts of the Provinces of Ontario and Quebec, and Manitoba and the Northwest Provinces being now in course of organization.

After Mr. Eadie's address, Messrs. Kells, Magistrate Gillott, J. Steele, Dr. Turner and others, spoke in high praise of all that had been laid before them by Mr. Eadie. It was resolved to at once form a Branch of the Association for Millbrook, and organization work was undertaken, nearly all present signing the membership roll. In order to secure a fuller attendance of merchants it was decided to adjourn the meeting until the 13th of February, at the same place, the Chairman and Secretary being appointed the officers pro tem.

The next day after the meeting Mr. Eadie secured every merchant in Millbrook as a member of the Branch.

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## INGERSOLL IS STIRRING.

The leading Retail Merchants of Ingersoll are taking steps to bring their town more into the public eye, and have decided to advertise the advantages the place offers to manufacturers. They are asking the Town Council for an appropriation and vigorous efforts will be made to keep Ingersoll to the front. As an educative measure and to show the people what other places are doing a committee has been appointed to arrange for an excursion to some industrial centre early in the spring.

# Seaforth Milling Co.

MILLERS AND GRAIN DEALERS

Correspondence  
Solicited

Seaforth, Ont., Canada

## MR. GROCER

I am making as good a baking powder as you can buy in Canada to-day, and selling it at prices that will show you a good profit.

I solicit a trial order from you for

## EAGLE BAKING POWDER

And I guarantee every tin to give satisfaction.

J. H. MAIDEN  
MONTREAL

Established 1856.

## SIMMERS' SEEDS

It will pay you to sell **SIMMERS' SEEDS** in packets; they are well advertised, therefore are always in demand.

**SIMMERS'** Sterling Varieties of Root Seeds, sold in sealed one pound and half pound packages.

**SIMMERS'** Imperial Giant Half Sugar Beet,  
**SIMMERS'** Mammoth Prize Long Red Mangel Wurzel.

**SIMMERS'** Giant Yellow Intermediate Mangel Wurzel.

**SIMMERS'** Champion Purple Top Swede Turnip.

**SIMMERS'** Elephant or Jumbo Swede Turnip.

**SIMMERS'** Kangaroo Swede Turnip.

**SIMMERS'** Improved Giant Short White Carrot.

Our Wholesale Catalogue and Market Prices sent to Dealers on request.

J. A. SIMMERS,

TORONTO, ONT.

## THE BALL FURNITURE CO., LIMITED

Wholesale Manufacturers of

Cobbler, Upholstered and Common and Fancy  
Wood Seat Chairs, Bedroom Suites, Sideboards,  
Extension Tables, Beds, Etc.

HANOVER - - ONTARIO

## "WEARWELL" BRAND RIBBED COTTON HOSE.

By paying all our attention to our two lines, we are enabled to turn out the best Cotton Hose on the market. We are the exclusive users in Canada of a Patent Dye, which is sanitary, stainless and guaranteed perfectly fast.

We also make Worsted Hose, in 2 and 3 ply Imported Yarn.

MANUFACTURED BY

CLINTON KNITTING CO., CLINTON, ONT.

SOLD BY

THE RICHARD L. BAKER CO., 60 Yonge St., TORONTO



**WALKERTON BRANCH.****Merchants of Walkerton Are Enthusiastic for the Association.**

A well attended and representative meeting of the retail merchants of Walkerton was held in Mr. Thomas Attwood's Hall on Tuesday evening, January 30th. Western Organizer S. A. Brubacher addressed the meeting at considerable length on the objects and work of the Association, pointing out clearly what had already been attained by united action in the interests of the retail trade of the Dominion, both in legislation and in otherwise making it known and felt that the retail merchants of Canada had become a power in this country for the protection of themselves and the consuming public, from injustice and fraud on the part of designing men and other classes in the community, and explaining fully further legislation and measures that it is intended to endeavor to secure with the same end in view.

After Mr. Brubacher had concluded his remarks, a number of the merchants present expressed their high appreciation of the work which the Association had been doing, especially with regard to the Trading Stamp Act secured at the last session of the Dominion Parliament, and certain amendments to the Ontario Assessment Act. A resolution was moved and seconded, "That in the opinion of this meeting of the retail merchants of the town of Walkerton it is highly desirable that the Retail Merchants' Association of Canada shall have the active encouragement and support of all retail merchants throughout the Dominion of Canada, and that therefore, be it resolved that a Branch of the Association be formed in this town."

The resolution was put by the chairman, Mr. R. Richardson, and carried unanimously.

The meeting then resolved itself into a Branch of the Association, with Mr. Richardson still in the chair, and Mr. John Apfel as secretary pro tem. The large majority of those present signed the roll of membership, and the meeting adjourned to meet again on Thursday evening, the 1st of February, for the election of permanent officers and the completion of organization.

On the second night of meeting the following officers were elected for the year:

Chairman, David Traill, (hardware merchant); 1st vice-chairman, M. J. Ramsay, (boots and shoes); 2nd vice-chairman, Geo. A. Woodehouse, (druggist); treasurer, F. Ellaker, of McBurney & Ellaker, (dry goods), secretary, John W. McIntyre, (grocer); auditors, Mr. McBurney, of McBurney & Ellaker, and C. N. Fox, (jeweler.)

After the completion of the organization work the sum of one dollar was voted to Mr. Attwood for the use of the hall, and Messrs. Fox and McBurney were appointed a committee

to wait upon the mayor to ask for the use of the Town Council chamber for future meetings of the Walkerton Branch.

A vote of thanks was passed to our Mr. Brubacher for the able manner in which he had explained the aims and objects of the Association. Mr. Brubacher responded, thanking the members of the new Branch for their kind words, and expressing the opinion that if his visit should prove of benefit, the greater share of the pleasure would be felt by himself and the Head Office in Toronto.

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**CAMPBELLFORD BRANCH.****Practically Every Merchant Becomes A Member.**

Organizer James Eadie reports a most successful organization of a Branch of the Association at Campbellford. On the evening of Tuesday, the 6th of February, a meeting of the Retail Merchants of the town was held to consider the question of the formation of a Branch. Almost every merchant in the place was present, and the meeting was harmonious and unanimous from start to finish. Mr. W. J. Armstrong was moved to the chair, and Mr. J. P. Archer was Secretary.

After the Chairman had stated the purpose for which the meeting was held, Mr. Eadie was called upon and gave a most exhaustive address upon the aims and objects of the Association and explained fully its methods of work. He showed the enormous growth of the Association during the past year, and how it had now over one hundred Branches, its membership being representative of the best classes of retail merchants throughout the country, and comprising all branches of trade. He mentioned some of the legislation that had been secured in the interests of the retail trade through the efforts of the Association, such as the Trading Stamp Act passed at the last session of the Dominion Parliament, and also referred to further legislation in the same direction which the Association is taking steps to endeavor to secure. He also referred to the Pure Food Show in Toronto in March and April, and extended a hearty invitation to all the merchants of Campbellford to attend.

The Chairman expressed the thanks of the meeting to Mr. Eadie for his interesting and able address, and after the favorable expression of most of those present, it was moved by Mr. J. A. Loucks, seconded by Mr. W. Hume, and carried unanimously: "That a Branch of The Retail Merchants' Association of Canada be formed for the Town of Campbellford."

On motion of Mr. J. F. Maynard, seconded by Mr. C. S. Gillespie, Mr. Wm. J. Armstrong was made Chairman pro tem until the permanent officers of the Branch were elected, and Jas. P. Archer, Secretary pro tem.

It was then moved by Mr. Maynard, seconded by Mr. Archer: "That this meeting now adjourn until Thursday evening, the 8th inst., for the election of officers for the year, and the transaction of further business."—Carried.

Upon reassembling on Thursday evening, the following permanent officers were elected

Chairman: Wm. J. Armstrong, (general merchant).

1st Vice-Chairman: Wm. E. Carnahan, (dry goods.)

2nd Vice-Chairman: Chas. S. Gillespie.

Treasurer: James A. Loucks, (druggist.)

Secretary: James P. Archer, of J. B. Ferris & Co., (general store.)

\*\*\*

**PORT HOPE BRANCH.**

The annual meeting of the Port Hope Branch was held in the parlors of the Young Men's Christian Association on Tuesday evening, the 6th of February, when the following officers were elected for the ensuing year:

President: J. F. Clark.

1st Vice-President: W. Williamson.

2nd Vice-president: John Curtis.

Treasurer: R. Dunn.

Secretary: Mark P. Wickett.

Auditor: Alfred Fulford.

Executive Committee: The officers, and Messrs. R. A. Mulholland, W. J. B. Davison, R. K. Scott and S. E. K. Walker.

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**DIAMOND  
Fire Extinguisher**

A dry powder put up in metal tubes 22 inches long. Hangs on strong nail or hook.

It will instantly extinguish the most furious flames of wood or oil.

Guaranteed by best Canadian authority.

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**Diamond Dry Powder  
Fire Extinguisher Co.,  
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Agents Wanted.

**3 — GOOD —  
SELLERS**

**BREAKFAST CEREALS  
BEAVER OATS .  
SWISS FOOD . .**

MERCHANTS CAN SAFELY RECOMMEND  
ANY OF THE ABOVE. MADE UNDER  
NEW AND IMPROVED PROCESS.

**CLEAN—ABSOLUTELY PURE—NO HULLS.**

**GOLD MEDAL**

**AT "WORLD'S FAIR."**

**MUST BE GOOD OR NO MEDAL.**

**NOTHING BETTER.  
KEEP WELL STOCKED.**

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Pianos**

They are appreciated by cultivated musicians  
and are the preferred instruments in musical circles.  
Any person with musical proclivities can readily  
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**Trueness of Tone**

is absolutely necessary to the preservation of correct  
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Every requisite for Bank, Office or Factory.

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A Modern "Up-to-Date" Paper House.

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For Quality, Style and Value—The Head.

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MILK CHOCOLATE**

is a Food (a true Food) in every sense of  
the word.

It is **THE** Milk  
**CHOCOLATE**  
"par excellence"



**D. MASSON & CO., Agents**  
**MONTREAL - AND - TORONTO**

326 St. Paul

8 Colborne St.



### CANADIAN DELEGATES AT THE NIAGARA CONVENTION.

The ninth annual convention of the National Grocers' Association of the United States, held at Niagara Falls on the 23rd, 24th and 25th of January last, afforded an opportunity for an interchange of civilities between representative grocers from all parts of the United States and the Canadian delegates representing The Retail Merchants' Association of Canada. The Canadian delegates attending the convention were Mr. F. C. Higgins, of Toronto, Secretary of the Provincial Board for Ontario, and Secretary of the Grocers' Section of the Toronto Branch; Mr. M. Moyer, Chairman of the Grocers' Section of the Toronto Branch; and Mr. E. M. Trowern, Dominion Secretary. The Canadian delegates met with a very hearty reception, and on the second day were afforded an opportunity of addressing the convention. They were also present at the banquet on the evening of the second day, a courtesy extended to all the delegates at the convention.

The Canadian delegates express themselves as most highly pleased with what they saw and heard while at the convention. They report that difficulties met by United States retail merchants are similar to those met with in Canada, and they found the Americans discussing the same questions. They were enabled to explain the successes that had been secured in this country by organization amongst retail merchants, especially in the way of influencing legislation in overcoming some of the evils and disabilities under which the retail traders have been laboring. Socially and otherwise the trip was also a most enjoyable and profitable one, and a decided impression was made which will go a long way towards cementing a bond of sympathy between the retail grocers of the United States and those in the same line of business in Canada.

\*\*\*

### PAISLEY BRANCH.

**A Branch of the Association Formed by Organizer S. A. Brubacher.**

A very well-attended public meeting of the retail merchants of Paisley was held in the town council chamber on the evening of the 29th of January to consider the advisability of forming a branch of the Retail Merchants' Association. Over half the merchants of the place were in attendance. Reeve J. Schoemaker was called to the chair, and discharged his duties in a manner most acceptable to all, and materially assisted in advancing the object for which the meeting was called.

Mr. Brubacher was called upon, and explained very fully the objects of the Association, and the benefits to all retail merchants in belonging to such an Association. He pointed

out very strongly the good work being done in the way of influencing legislation in the interests of the retail trade. He strongly emphasized the difficulties now in the way of the collection of small trade accounts, which have to be sued in the Division Courts, the costs being out of all proportion to the amounts collected, and the time wasted a decided protection to dishonest debtors. He also showed how pedlars were now being allowed to undermine the retailers, and detailed other evils in trade that the Association was endeavoring to have remedied by legislation and otherwise.

After hearing Mr. Brubacher many of those present expressed their high appreciation, and gave it as their opinion that it would be a decided advantage to have a branch of the Association in the town. A resolution to this effect was carried unanimously, and a large number signed the application form as members. The Branch was duly organized, and the following officers elected:

Chairman—S. Ballachey, general merchant.

First Vice-Chairman—P. B. More, druggist.

Second Vice-Chairman—J. S. Cruickshank, boots and shoes.

Treasurer—J. Shoemaker, jeweller.  
Secretary—Jas. M. Hargreaves, druggist.

Auditors—E. Harrison, baker and grocer, and G. Carter, of F. Carter & Son, general merchants.

\*\*\*

### RETAIL DRUG SECTIONS.

#### Druggists Are All Right.

Crown Attorney Curry, of Toronto, was recently urgently approached by some interested parties to prosecute the wholesale druggists and manufacturing proprietors, on the ground that they were conspiring to enhance prices and had a combination in restraint of trade. This move was made in order to attempt to stop the effect of the work that is being done by the Retail Drug Sections of our Association, who are endeavoring to have the one-price system established in the drug business of this country, in order to stop the evils of price cutting, together with the many frauds that have been practised upon the public in the sale of certain classes of proprietary medicines. Mr. Curry said that he could give no encouragement to such a prosecution as that proposed, and stated that the manufacturers of proprietary medicines were quite within their legal rights in setting fixed prices upon the articles made by them, and in refusing to sell to any retailers but those who entered into a contract not to sell at lower prices than those agreed upon. So has ended this attempt to thwart the aims of our Association in endeavoring to have the drug business put upon a more solid and honest basis.

## Windsor Salt

is one of the good "little things" that are indispensable in the model grocery.

## Shredded Wheat AND Triscuit

Scientifically Prepared Foods Made of the Whole Wheat

**Shredded Whole Wheat Biscuit**—A standard all-day cereal, served with milk, cream, or in combination with fruits, preserves or vegetables.

**Triscuit**—The New Cracker, served with soups as a crouton, or as a successor to crackers when served with cheese.

For information and prices address—

**The Canadian Shredded Wheat Company, Limited,**  
32 Church Street,  
Toronto, Ont.

**NOTE.**—Tell your customers that heating the BISCUIT and TRISCUIT in a warm oven before serving will renew their crispness.

## Calendars

**Retail Merchants find attractive Calendars a good advertisement.**

If the Calendar has a picture of the merchant or his store, it is more highly valued by his customer.

Send us your photo or photo of your store and we will make you a high grade cut for the purpose—any size desired.

Your local printer can use the cut and the calendar will be cheaper and more attractive than the many fancy designs.

Write us for prices.

**LEGG BROS.**  
**ENGRAVERS**  
**TORONTO**

# JOHN SLOAN & Co.

## Wholesale Grocers

45 Front Street East  
T O R O N T O

Full Lines of Staple Goods at Right Prices. Write us for Samples and Quotations. Canned Goods a Specialty

## MADE IN CANADA

TRADE **B** MARK

**B** SUSPENDERS ARE A PLEASURE TO SELL. THE MERCHANT KNOWS THAT HE IS GIVING HIS CUSTOMER THE BEST MATERIAL AND BEST WORKMANSHIP POSSIBLE.

ALL GOODS AT \$4.00 AND UPWARDS ARE GUARANTEED. WE HAVE GOODS AT ALL PRICES, AND EVERY PRICE IS RIGHT, REPRESENTING GOODS THAT ARE UNMATCHED.

WE SOLICIT YOUR ORDERS.

WE SHIP PROMPTLY.

THE  
BERLIN SUSPENDER & BUTTON CO.  
Manufacturers, - BERLIN, ONT.



The healthy growth of this Company may be seen by a comparison of the following figures for decennial periods:

Year	Payment to Policy-holders	Assets	Surplus	Assurance in Force
1874	\$ 5,854	\$ 33,721	\$ 4,293	\$856,500
1884	66,073	652,661	47,223	7,835,900
1894	301,681	2,866,559	277,647	18,767,698
1904	524,615	8,220,530	772,072	40,476,970

Extract from the President's Annual Address, March 2, 1905.

The indications are that the present year will be the best in the history of the Company.

ROBERT MELVIN, President. GEO. WEGENAST, Manager.  
W. H. RIDDELL, Secretary, WATERLOO, ONT.

## GAS MANTLES

# NOTICE !!

OF

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The INTERNATIONAL GAS  
APPLIANCE CO., Limited

Beg to notify their Patrons  
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25-27 RICHMOND STREET WEST

To their handsome new Fac-  
tory, Office and Warehouse  
Buildings . . . . .

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## TORONTO BRANCH.

## Reunion and Supper—Annual Meeting.

The Executive Officers of the Toronto Branch will hold their annual reunion and supper in the Assembly Rooms of the Association on Richmond Street, on the evening of Thursday, the 22nd of this month. An interesting programme has been in course of preparation for the occasion, and a large attendance is expected. The annual meeting of the Executive will be held in the Board Room a week later, Thursday evening, the 29th inst., at 8 o'clock.

\*\*\*

BELL TELEPHONE FRANCHISE  
IN TORONTO.

Following the lead of the action taken recently by the Toronto Branch of The Retail Merchants' Association, the District Labor Council of Toronto has now notified the City Council that that body also is opposed to granting the Bell Telephone Company an exclusive franchise. The Telephone Company is offering the city a bonus of twenty thousand dollars a year for an exclusive five-year franchise. The Mayor of the City is inclined to advise the acceptance of the Telephone Company's offer apparently because of the twenty thousand dollars held out, but he does so in the face of opposition from many influential quarters, large sections of the ratepayers who realize that their interests would thereby be injured, and who also feel that the interests of the people of the city at large would not be advanced thereby.

\*\*\*

NEW SEWAGE SYSTEM AT  
BERLIN.

Berlin has just recently completed her new system of sewage at a cost of \$75,000. The works were formally opened on the 5th of this month with appropriate ceremonies. The official opening and christening of the two big pumps took place in the power house in the presence of the sewer, power and water commissioners, the members of the Town Council and many leading citizens. The Mayor and council of Galt and Waterloo were also present, as well as delegates from other municipalities. Chairman Honsberger, Mayor Bricker, Mayor Thompson and others gave addresses. One of the pumps was named "Lord Kitchener," and the other "Prince Louis of Battenburg," and they were christened with champagne. We are not told how much of the champagne went over the pumps and how much went down more natural and popular channels.

MILK DEALERS' SECTION, TOR-  
ONTO BRANCH.

The regular monthly meeting of the Milk Dealers' Section of the Toronto Branch was held in the Board Room on Wednesday evening, the 7th inst., at 8 o'clock, with Chairman H. R. Reynolds presiding.

Final arrangements were made for the twenty-first banquet, dance and entertainment of the section, to be held in the Metropolitan Assembly Rooms, 249 College Street.

There was a special committee appointed to wait upon the Ontario Government to endeavor to secure legislation under which the milk producers may be made more directly responsible for the purity of the milk they put up. This would probably necessitate the system of locking of all cans of milk by the producers, so that in case of adulteration or other lack of impurity the cause could be traced directly to its source.

\*\*\*

BRANTFORD BRANCH  
OPPOSES POWER  
FRANCHISE.

The Western Counties Power Co. is seeking for a twenty-five year franchise from the city of Brantford for the supplying of light and power in that municipality. The retail merchants of the city are unalterably opposed to the granting of the franchise. They are of the opinion that it would be much better to wait until the expiring of the present lighting franchise, which has about two years yet to run. It would appear that the reason the merchants take this position is that within the next two years the prospects of securing Niagara power would be better known, and that consequently it would be unwise to tie up the city to any other company in the meantime. They take the ground that there is no pressing necessity for granting the proposed franchise at the present time.

\*\*\*

## PETERBOROUGH BRANCH.

Organizer Eadie spent a short time in Peterborough on Friday, the 9th inst., on his way from Campbellford to Millbrook. He had about three hours to wait between trains, which he spent in calling on members of the Peterborough Branch, amongst them being Mr. Robert Fair, the genial Chairman of the Branch, and Messrs. Le Brun, Alex. Gibson, Connal and Secretary Oke, having a pleasant chat with each one. He was pleased to note that Mr. Fair's store had been very much enlarged since his last visit. Mr. Fair's store now stands second to none among the principal dry goods establishments in the Province of Ontario.



Every woman thinks she is a born baker, and every unsuccessful effort is blamed on the Flour.

She is pretty sure to buy her groceries where she gets good Flour, and just as sure to go some place else when she gets poor Flour; hence the most important thing in a grocery store is Flour.

The Best Flour to handle is

# Quaker Manitoba Patent

The Quaker quality you find in Quaker Oats you will find in Quaker Flour.

We combine experience in milling with Canada's newest and most modern mill and the finest Manitoba Wheat to give you a Flour that will satisfy your customers all the time.

**The American Cereal  
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126 Yonge Street, - TORONTO

FOR anything in  
Men's Clothing,  
Overcoats, Suits,  
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## OUR REPUTATION

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## GLOVES AND MITTS

Will be more than demonstrated  
when you see our samples for 1906.

## CHOICEST LEATHERS

from our own Tannery as well as from every  
renowned source.

Travellers will call on you in good time  
and to wait for them will be to your interest.

**W. H. STOREY & SON,**  
LIMITED  
ACTON, - - - ONT.



## L'ASSOCIATION DES MARCHANDS-DETAILLEURS.

Grande Assemblée de la Succursale de Québec.

Adoption de motions importantes.

Heir, le 19 janvier, 1906, l'Association des Marchands-Détailliers du Canada a tenu grande assemblée à l'Hôtel-de-Ville de Québec.

Un nombre considérable de membres étaient présents. Nous remarquons entre autres, les échevins Duquet, Vincent, Turgeon, MM. J. A. Beaudry, secrétaire provincial de l'Association, Jos. Savard, M. Matte, Elz. Paquet, D. Morin, A. Grenier, Dussault, M. Boyce, Pouliot, de Myrand et Pouliot, Guillot, de Marceau Cie, S. Martel, M. Trépanier, J. A. Lesage, Etienne Dussault, M. Shank, J. L. O. Proulx, A. W. Bédard, O. Marceau, Leonard, Déchêne P. E. Bélanger.

Avant l'ouverture de la séance, Son Honneur le maire Tanguay est venu souhaiter en ces termes la bienvenue aux membres de l'Association:

M. le Président,

MM. les officiers et membres de l'Association des Marchands-Détailliers du Canada,

M. le Président et Messieurs,

Le maire de Québec est heureux de vous souhaiter la bienvenue sous le toit hospitalier de l'Hôtel-de-Ville et d'accueillir à son début l'association nouvelle qui vient ce soir affirmer son existence en procédant à l'élection des officiers de la branche de Québec.

Vous êtes chez vous dans cet édifice, siège de notre administration civique, et le maire et les membres du conseil sont toujours heureux d'y voir accourir ceux dont ils sont les mandataires et leurs invités. Il y a plus. Nous saluons avec bonheur tout mouvement qui se fait parmi nous dans un but d'avancement et de progrès.

Notre siècle continue l'oeuvre commencée par celui qui vient de finir et développe de plus en plus l'oeuvre de centralisation de toutes les forces vives de l'humanité. Nous admirons tous les résultats merveilleux de l'Association étendue à toutes les sphères de l'activité humaine.

Vous-mêmes, Messieurs, en avez donné une preuve dans l'influence irrésistible que vous venez d'exercer sur ceux qui sont chargés du gouvernement de notre pays.

Le jour où vous le voudrez, vous serez cent mille pour appuyer les justes réclamations que vous aurez à faire entendre, et connaissant votre patriotisme et votre esprit éclairé, nous avons l'assurance que cette influence puissante ne s'exercera jamais que pour le plus grand bien de tous et pour la plus grande prospérité de notre cher Canada.

Vous avez tous nos souhaits, Messieurs, et je vous laisse à l'accomplissement de l'oeuvre laquelle vous êtes réunis.

Le président, M. Chabot, et le vice-président, M. Béland, remercièrent tour à tour le maire Tanguay, d'être venu encourager les membres de l'Association par sa présence et ils espè-

rent que ses souhaits rencontreraient les vœux que se proposent les Marchands-Détailliers.

Cette assemblée annuelle est présidée par M. J. A. Chabot, il est assisté de M. T. Béland, 1er vice-président; M. L. F. Falardeau, 2e vice-président, J. P. Bertrand le secrétaire et L. E. Martel, trésorier.

A l'ouverture de la séance le président donne, après avoir remercié les membres d'être venus en si grand nombre, les raisons de la convocation de l'assemblée et prie le secrétaire M. L. P. Bertrand, de lire les motions suivantes, qui seront présentées par l'Association des Marchands-Détailliers, à la prochaine session du Parlement fédéral:

1ère—Que le Bureau Provincial de la Province de Québec de l'Association des Marchands-Détailliers du Canada, incorporée, soit requis de faire application à la prochaine session de la législation provinciale, pour demander à ce qu'un comité soit nommé par le gouvernement, pour s'enquérir des conditions actuelles du colportage dans les villes et les villages de la Province, en vue de remédier au tort considérable que les colporteurs causent aux marchands-détailliers. Nous considérons que les communications et le transport sont aujourd'hui assez faciles et les marchands-détailliers qui paient la plus grande partie des taxes pour le maintien des municipalités et autres pouvoirs publics ont droit à un peu plus de protection.

2e—Que l'article 35 a "Certificats pour hôtels confirmés en premier lieu," soit biffé.

b.—Que l'article 36, paragraphe B.—"Taxes sur transferts," soit amendé de manière à ce que exception soit faite, pour les magasins de liqueurs en détail, et que la taxe sur les transferts de licences pour la vente en détail des liqueurs enivrantes soit fixée à la somme de \$100.00 y compris les timbres sur l'application.

c.—Que l'article 49 "Des licences pour le commerce en gros et en détail des liqueurs enivrantes" soit biffé.

d.—Que l'article 113, "comptes des épiciers séparés quant aux liqueurs" soit biffé.

e.—Que le temps fixé pour l'application pour certification de certificats soit le 1er mars.

f.—Que la licence soit la propriété de l'épicier sans attache aucune sur le local.

3e.—Que considérant que l'inspection des Poids et Mesures s'est toujours faite aux frais et dépens des marchands en général qui font usage du plus grand nombre de Poids et Mesures, nous considérons qu'il est injuste que cette taxe spéciale pour l'Inspection des Poids et Mesures soit payée par les marchands, vu que cette inspection est faite pour la protection et le bénéfice du public en général. Par conséquent, nous demandons que le Bureau Fédéral de l'Association des Marchands-Détailliers du Canada, incorporée, fasse application à la prochaine session du Parlement fédéral dans le but d'obtenir les changements

nécessaires à la loi concernant l'Inspection de Poids et Mesures pour qu'à l'avenir les frais et dépenses se rapportant à cette inspection soient payés par le gouvernement.

Après avoir expliqué ces divers motions, M. Béland demande que l'Association vote une motion demandant au gouvernement de maintenir la taxe imposée sur les commis-voyageurs et qui a pour but de protéger les marchands de gros, les manufacturiers et même les marchands-détailliers. Il croit que le montant de taxe de \$300 est une somme insignifiante pour tout le commerce qui est fait au Canada.

M. T. Béland donne alors l'avis de motion suivant:

Qu'à la prochaine séance il proposera de prendre en considération la taxe imposée par le gouvernement sur les voyageurs le commerce étrangers au pays.

M. J. A. Beaudry, avant la clôture de la séance, adresse la parole aux membres de l'Association. Il conseille aux marchands-détailliers de causer de ces diverses motions adoptées avec leurs députés. C'est en propageant ses idées que l'Association remportera des succès. Déjà, ils ont couronné nos efforts, dit-il, car les timbres de commerce sont abolis. Mais il n'en faut pas rester là; l'Association a encore plusieurs lacunes à combler. Et après avoir parlé de questions d'un vif intérêt pour les marchands, ils souhaitent succès à l'Association de notre ville.

\*\*\*

## A MINISTER OF PUBLIC HEALTH.

The Ontario Board of Health held its annual meeting on the second of this month at Toronto, and amongst other business discussed the advisability of endeavoring to secure the establishment of a Provincial Department of Public Health, with a member of the Government at its head. The following is the full text of the resolution that was passed at the meeting: "Be it resolved that in the opinion of this Board, the time has arrived in the interest of sanitation for establishing a department of Public Health, with an executive head, to be known as Minister of Public Health."

\*\*\*

## A P. E. I. BOY.

Professor Ferguson, a native of Prince Edward Island, and a son of Senator Donald Ferguson, of Charlottetown, P.E.I., has had a distinguished academic career, although only thirty years of age. He has for the last six years been attached to the professorial staff in the Greek and Roman History Department of the University of California. He has recently been allowed a year's leave of absence from his university duties, to be spent in research work abroad.

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New Hamburg, Ont. Limited

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We manufacture all kinds of  
**Felt Boots and  
Shoes and All-  
Wool Lumber-  
men's Knitted  
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ABSOLUTE SATISFAC-  
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you buy the HAMBURG Felt  
Boots you have the BEST  
GOODS MADE . . . .

Write us for samples and prices. We have JUST WHAT  
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(CAKE) and

### Royal City Bar

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PURE and  
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No danger of being fined  
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Jams if you handle only  
the E.D.S. Brand. These  
are Pure. The Govern-  
ment analyst says so, and  
E. D. Smith guarantees  
them so.

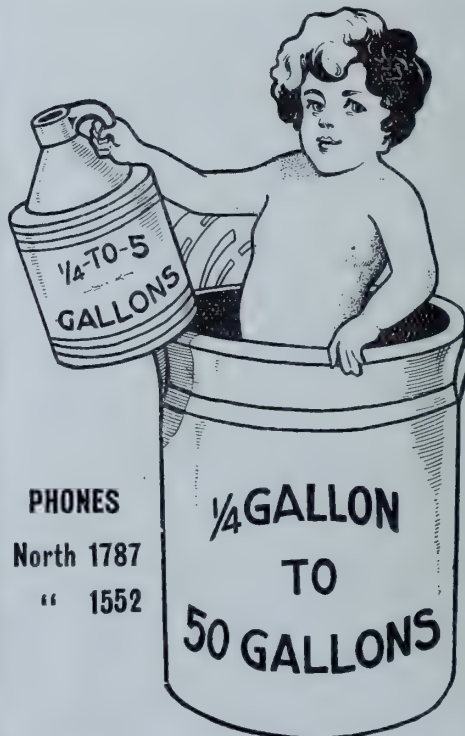
Manufactured  
and for sale by

# E. D. SMITH

FRUIT GROWER AND SHIPPER,

WINONA, ONTARIO.

Also High-Class Nursery Stock, both Fruit and Ornamental.



PHONES

North 1787

" 1552

We  
MANUFACTURE

The best  
and most  
attractive

## STONE WARE

Marketed  
in the  
Dominion

Ask for  
Catalogue

## The Toronto Pottery Co., Limited

75-81 Cottingham St., Toronto, Ont.



## CANADIAN CONTROL OF RAILWAYS.

The United States Congress at Washington has recently had under consideration the question of the regulation of rates on American railways. One of the representatives compared the Canadian system of railway control with the American system, very much to the advantage of the Canadian. He said that although the Canadian system had been in operation for only a year its good results were even now apparent. Not only were the rates regulated, he said, but all other incidents to transportation, such as the construction of roads, the speed of trains, etc. And yet the Canadian roads had done more business and built more lines of roads than usual during this first year of strict government control. He was referring, of course, to the work of the Dominion Railway Commission.

\*\*\*

## EARNINGS OF INTERCOLONIAL RAILWAY.

### Still a Good Sized Deficit.

The gross earnings of the Intercolonial Railway for the month of December of last year amounted to \$599,592, and the expenses were \$589,721, showing a surplus for the operation of the road for that month of \$9,871. For the six months from July 1st to December 31st, 1905, the working expenses were \$3,925,219, as against a gross revenue of \$3,853,960, leaving a deficit for the half year of a little more than \$71,000.

\*\*\*

## CENTRAL BUSINESS COLLEGE ANNUAL AT HOME.

The annual at home of the Central Business College was held in the Temple Building on Monday evening, the 12th inst. One hundred and eighty-five couples were present. The function was a thoroughly enjoyable one throughout, and brought together a more than usually large gathering of students, ex-students, and their friends. The affair is eagerly looked forward to every year, especially by ex-students, who have a pleasant opportunity of renewing old acquaintances and perpetuating the memory of happy days spent in school. Dancing, games, and promenade were the features of the evening. The music was furnished by D'Alesandro's Orchestra, and the luncheon by Coles. Teachers joined with students in having a thoroughly social time, and the At Home of 1906 will rank as being one of the best the school has ever held.

## TRADE ASSOCIATIONS.

The use of such associations is beyond question. Like other good things, however, they may be abused, and if used for extortion rather than for protection they are undoubtedly an evil. No manufacturer, or dealer, or workman has any right to take advantage of organization to "unduly enhance" the price of his products or wares. If he does he should be made to pay the penalty. On the other hand, all credit to the employer who, in the stress of international competition, with many employees depending upon him, joins in an honest endeavor to secure stability in the market and protect all classes from inordinate speculation.—Peterboro' Examiner.

\*\*\*

## MONTREAL "HERALD" IN COURT.

The Montreal Water & Power Co. supplies water to Westmount and other municipalities suburban to Montreal. The company recently entered action against the Montreal "Herald," claiming damages to the extent of fifty thousand dollars for alleged libellous articles published in the "Herald" to the effect that the water supplied by the company was responsible for an epidemic of typhoid in Westmount. They claim that the "Herald" published the article for municipal election purposes, and in the interest of certain candidates for seats in the Westmount council.

\*\*\*

Dr. Clark, of Calgary, who has recently returned from Great Britain, where he took a prominent part in the late elections on the side of the Liberals, states that he has assurances from leading Liberal politicians over there that one of the first acts of the new British Government will be to remove the embargo on Canadian cattle.

The total value of Canadian goods shipped into the Yukon Territory for the fiscal year ending June 30th, 1905, was \$3,224,217. Of foreign goods the value was \$1,451,000. So that the balance of trade with the Yukon in favor of Canada was \$1,772,817.

The Dominion "Labor Gazette" for January treats of the general upward tendency of the cost of living in Canada during 1905. Among staple articles which considerably increased in price during 1905 mention is made of leather, boots and shoes, and all farm produce, including butter, eggs, cheese, poultry, etc. Sugar was exceptionally high in price during the winter season, but declined during April, May and succeeding months. Reductions in the price of flour and bread over a wide area went into effect with the harvesting of the exceptionally heavy wheat crops. Meats on the whole were firm in price. Rents also showed a decidedly upward tendency.

## The Aeme Supply Co.

60½ ADELAIDE ST. E.

TORONTO

All materials for wood burning.  
White Basswood blanks for wood burners.

Designs for match holders, racks, etc., ready for use.

Burning outfits supplied.

Wood stains and finishing gloss in all colors.

Retailers now is your time!  
Write us and save 25% duty

## AWNINGS

All kinds

TENTS, FLAGS  
AND COVERS

Tents to Rent

RAYMOND BROS.

172 King St. London, Ont.

## Cowan's Perfection Cocoa

(Maple-Leaf Label)

*Absolutely Pure. Double the strength of other Cocos costs less than half a cent per cup.*

*Cowan's Chocolate,  
Cake Icings, Etc.*

The

*Cowan Co., Ltd.*

# ONTARIO SUGAR CO., LIMITED

BERLIN, ONTARIO

Manufacturers of

## Extra Standard Granulated Sugar

ANALYSIS PROVES that Sugar made from **CANADIAN BEETS** has the same properties as that made from foreign Cane

== TRY IT AND SATISFY YOURSELF ==

## To the Retail Merchant

DEAR SIR,—

Have you noticed the people who ask for Orange Meat? Are they not the ones whose judgment in purchasing goods of all kinds you would consider as being among the best of your customers? They buy it, because they recognize the fact that in Orange Meat they get the quality that is found only in the best goods.

Our sales in Ontario alone for the first six months of 1905 show an increase of 25 per cent. more than the first six months of 1904. This shows that quality counts. Do you get your portion of this increase in sales? You can get it if you go after it.

A pointer! Every time you sell 15c. goods at 2 packages for 25c. you rob yourself of the profits to which you are justly entitled. We want you to get all there is coming to you. This is why we got out the Jumbo package to sell for 25c. It contains more than twice the quantity of goods and you don't have to give away all of your profits.

It is a fact that a great many retailers are cutting out all other cereals of a similar nature and selling only the two sizes of Orange Meat. It does away with carrying so many goods in stock. The goods are fresher, their customers are satisfied, and the Grocer is better off at the end of the year. Why not try it yourself?

Yours very truly,

**THE FRONTENAC CEREAL CO., Limited**





## LICENSE FEES.

## New Scale in St. Catharines.

The City Council of St. Catharines some little while ago appointed a special committee to prepare a revised list of general license fees for the municipality. The committee has made its report, and it is probable that the following changes will be adopted:—

Basket pedlars, from \$1 to \$10; pack pedlars, raised from \$1 to \$10; pushcart men, formerly no license, now \$20; intelligence offices, dropped from \$10 to \$1; cigars and cigarettes, from \$5 to \$15; victualling houses, other than hotels, from \$1 to \$5 bagatelle tables, from \$10 to \$20; billiard and pool tables, first table raised from \$20 to \$25; second from \$10 to \$15, remainder \$10; circuses and menageries travelling by train, \$100 per day, ten cars, \$40, twenty cars, \$100; thirty cars, \$150; sparring exhibitions raised from \$5 to \$20; butcher shops, \$5, formerly no tax; market butchers' licenses cancelled (this means that no meat can be cut up and sold on the market); pawnbrokers, \$50, formerly nothing; patent medicine pedlars, \$10, formerly nothing; laundries, \$50, formerly nothing (this is aimed at Chinese laundries); theatres raised from \$10 to \$20. The Chinese Laundrymen are afraid of being driven out of business by the fifty dollars' license fee, and they have therefore been hustling amongst their customers, getting signatures to petitions against the imposition of the fee.

\*\*\*

## A COMPLETE SEED CATALOGUE

We are in receipt of J. A. Simmers' seed catalogue for the spring of 1906. This successful firm reached its golden jubilee year in 1905, having been established in 1856, and at the beginning of its fifty-first year, it has greeted its friends and patrons with perhaps a more complete catalogue in all branches than ever previously put out in Canada. J. A. Simmers has always stood in the first rank in reliability and quality for seeds and plants, and in looking over the catalogue we should judge that in the vegetable and flower departments it contains about everything needed by the farmer, market gardener, and amateur. There is quite an extensive department devoted to garden, greenhouse, and small farm implements and appliances, as well as to appliances for poultry and bee-keepers. Attention is also given to small and large fruits. Besides this there is the usual list of new potatoes, tomatoes, cabbage, pea, and other vegetables of tried or promising merit. Many of our readers have their home gardens, and we do not think they could do better than to give J. A. Simmers a trial for their seeds this year. We have much pleasure in calling attention to their advertisement in this issue.

## SALAD OIL ADULTERATIONS.

A bulletin recently issued by the Inland Revenue Department gives the result of the analysis of one hundred and eight samples of salad oils. Sixty-six of these were found to be genuine olive oil, twenty-four samples of cotton seed oil sold as salad oil, sixteen samples of cotton seed oil sold as olive oil, and two of doubtful constituency. Commenting thereon the government analyst observes: "While it is certain that cotton seed oil lacks the peculiar flavor of olive oil, it is probable that, so far as food value goes, it may be little inferior to that article. Certain highly refined grades of cotton seed oil may be regarded as valuable foods; and as these take the place of olive oil in the making of salads, it is perhaps not unnatural that they should be termed salad oils. It is, however, much to be regretted that such brands of cotton seed oil are not sold under some characteristic name, such as cotton seed salad oil, thus making their fraudulent use impossible. When a salad oil is asked for, the sale of cotton seed oil properly refined, cannot be called adulteration; but when the article offered is plainly named as olive oil, the substitution of cotton seed oil, in whole or in part, is, of course, a case of adulteration."

\*\*\*

## ST. CATHARINES CONTRIBUTES TO SUCCESSION DUTIES.

The Provincial Treasury of Ontario will benefit to the extent of between twenty-five and thirty thousand dollars in succession duties from the estate of the late T. R. Merritt, of St. Catharines, who was president of the Imperial Bank, and left an estate estimated at considerably over half a million dollars.

\*\*\*

## A MUNICIPALITY CAN EXEMPT RAILWAY LANDS.

By a recent decision of Judge Teetzel at St. Thomas, it has been established that under our laws a municipality can enter into an agreement with a railway company to partially exempt railway lands from taxation. In the year 1897 the council of St. Thomas passed a by-law to confirm an agreement between that city and the Michigan Central and Canada Southern Railway Companies providing that the annual sum of \$3,750 shall be accepted by the city for each of the succeeding fifteen years, in lieu of all rates and assessments in respect of the lands of the railway companies in St. Thomas. An action was taken to have the by-law declared invalid, but the application was thrown out by the court, as above stated.

## FOR A NEW TORONTO PARK.

At a recent meeting of the Toronto Board of Control, Controller Hubbard again brought forward the proposal to expropriate the gore at the eastern junction of King and Queen Streets at the Don, and make a small local park of it. The property belongs to the Hospital Trust, and the Controller thought that it could be got on very favorable terms, considering the generous treatment by the city of the intended new hospital. The Board instructed Park Commissioner Chambers to make a report on the matter.

\*\*\*

## CENSUS OF MANUFACTURERS.

## Commissioner Preparing to Gather Statistics Through the Mails.

Dominion Census Commissioner Blue is completing arrangements for taking a census through the mails of the manufacturers of Canada. The statistics of manufacturers for the present year will relate to the character of location, date of establishment and owner of each manufactory, value of land, buildings, and plant, and working capital, employees and staff of various kinds, and their salaries and wages paid, and to the class of products and their value.

Next June the census in Manitoba, Saskatchewan, and Alberta will be taken. In the past it was customary to appoint local commissioners, but next spring the commissioner and a couple of his staff will go West and do this work. Mr. Blue hopes to have the last volume of the census of 1901 published by next spring.

\*\*\*

## CLAIMED THERE WAS NO COMBINE AMONGST CANNERS.

In lieu of the oft-asserted charge that there exists a combine amongst the canners of food products, the defence of the Canadian Canners' Association, made by Mr. A. P. Innes, of Simcoe, before the Tariff Commissioners, sitting at Ottawa, may be of interest. Mr. Innes emphatically denied that there was any combine amongst the canners, or even any understanding or agreement either as to price or as to territory to occupy, and that the competition was as keen between the factories in the Association as those outside. They asked that no change be made in the duties on canned goods. The industry was a most important one, and gave employment to many thousands of people. Prices were most reasonable, considering the excellent quality of the goods, and if the duties were lowered the market would be thrown open to the surplus pack of the United States, which would ruin the business. They were satisfied with the present tariff and did not want a higher one.

# DID YOU EVER STOP TO THINK ?

That a genuine article, no matter what the price is, will sell better and make you more profit in the long run. ❀ ❀ ❀

Any grocer who will make up his mind to discontinue selling all adulterated or mis-branded Maple Syrup and Sugar, and handle exclusively the **Pure Genuine Article**, will make a greater profit for himself and give his customers just what they want.

There is nothing so delicious as a Maple Syrup made directly from the sap of the maple tree. When your customers learn to know the taste of the genuine article nothing else will satisfy them. ❀

## LOOK FOR THE MODEL OF MAPLE SUGAR BUSH

at the Pure Food Show, Booth No. 30, where you will find exhibited the Maple Syrup and Sugar that was always **PURE**.

Before and since the Adulteration Act was passed we have always been working in the interests of ❀ ❀ ❀

❀ **Pure Goods** ❀

and our Maple Syrup and Sugar in every instance has been found **Genuine** by analysis. ❀ ❀ ❀

**It Did Not Take a Pure Food Law to Make Us Honest!**



### ACTION OF ASSOCIATION ENDORSED BY PRESS.

The "Mail and Empire" of Toronto, has the following to say with regard to the action of the Grocers' Section of the Toronto Branch of the Association in making an endeavor to have the council of the city of Toronto appoint a local inspector for the city under the Fruit Marks Act:

"Though the Fruit Marks Act is a 'Dominion measure, and though it ought to be the duty of Dominion officials exclusively to see that growers and dealers live up to it, there can be no harm in the city having an inspector on the lookout to check violations of it here. It would be very difficult for the Dominion Government to guard a city like Toronto from dishonest and unlawful practices on the part of unscrupulous fruit sellers.'"

\*\*\*

### STAMPING OUT SLOT MACHINES.

Determined efforts are being made by the Provincial Government of Quebec to stamp out the slot gambling machines which have infested many hotels and saloons in the city of Montreal and throughout the Province of Quebec for a long time, and which have in too many instances been winked at by the local police authorities.

\*\*\*

### THE WEST WANTS AMERICAN FRUIT.

Western fruit men will oppose the application of the Niagara Fruit Growers' Association for a prohibitory duty on California peaches and other American fruits. The West must have fruit and it is claimed that Ontario fruits often arrive in poor condition, owing largely to bad packing. Also it is claimed that the West must have fruit, more as a matter of health than as a matter of luxury. Neither Ontario nor British Columbia produce fruit all the year round and yet fruit is needed all the year round.

Ontario it is said here, can only send apples, grapes, plums and tomatoes to the West in satisfactory condition. Apples from across the border pay 40 cents a barrel, but they can be got when there are no Canadian apples. During the months of January and February, strawberries from the United States arrive in Winnipeg in express lots at the rate of some twenty or twenty-five cases weekly; in April and May one hundred cases weekly. In the latter part of May and on through June they arrive in car lots, mainly from plantations in Oregon.

\*\*\*

Our idea of a good salesman is one who can make a customer want what he sees when he doesn't see what he wants.

### TO CHECK SALE OF CARBOLIC ACID.

In December last the council of the Ontario College of Pharmacy arranged a revision of the list of drugs to be treated as poisons, and on the second of this month a deputation from the Council waited upon the Hon. Dr. Pyne to discuss the revision with him with a view to legislation. The Minister expressed his approval of the change proposed, and stated that he would have the matter brought before the attention of the Lieutenant-Governor in council in the usual way. The deputation also suggested the advisability of legislation to prohibit druggists selling carbolic acid in any but a diluted form except under very stringent regulations. The prevalence of suicide by drinking carbolic acid has led to this proposed change in the law, which no doubt will be effected during the sitting of the House.

\*\*\*

### NEW LAKE FREIGHTER.

The Farrar Transportation Company have decided to build another large steel grain carrier for the Canadian lake marine. A contract for a 9,000-ton steamer will probably be given to the Collingwood Shipbuilding Company for early delivery in 1907. There are three vessels now under contract, which will give an increase to the carrying capacity of the grain fleet of about 800,000 bushels per trip. The companies adding this tonnage are the Midland, the Montreal, and the Farrar Transportation Companies.

\*\*\*

### PERSONAL.

Mr. J. A. Milne, formerly of Toronto, has been appointed general manager of the Allis-Chalmers-Bullock, Limited, Montreal.

Mr. E. M. Trowern, Dominion Secretary of the Retail Merchants' Association of Canada, has been in Winnipeg attending the annual convention of the Retail Merchants' Association for the Province of Manitoba.

Mr. R. J. Winsor Barker, of Jones Bros. & Co., Toronto, and a resident of Balmy Beach, is taking a leading part in "The Beaches Building Company, Limited," a newly formed company to help on the progress of that rapidly growing suburb of Toronto.

At a recent meeting of the Board of Directors of the Imperial Bank of Canada, Mr. D. R. Wilkie was elected President. Mr. Wilkie has been General Manager ever since the formation of the bank, and retains that position as well.

## BANK OF HAMILTON

HEAD OFFICE

*Hamilton, Ont., Canada*

Commercial credits issued  
to Retail Merchants for use  
in Europe and in all foreign  
countries.

## FLOUR - FLOUR - FLOUR

We are manufacturers of high  
grade flour of all kinds.

To the GROCER:

Increase your business by selling  
a better quality of flour.

Increase your Profits by handling  
our celebrated brands.

Correspondence solicited.

Capacity, 200 Barrels

**The Brampton Milling Co.**  
BRAMPTON, ONT.



# THE FOX

Brand on a PAIR OF SCALES is  
your guarantee that you are  
getting ABSOLUTELY THE BEST  
SCALE that can be made. We  
know it because we make them,  
and we know the MATERIAL that  
we put in them—NO SHODDY  
WORK. INSIST ON A FOX.

Hay, Coal and Platform Scales  
a Specialty.

SEND FOR PRICES

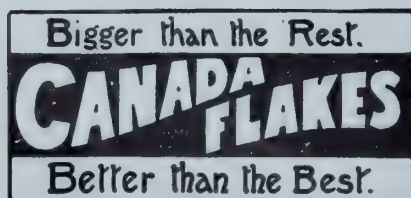
**THE FOX SCALE WORKS**  
LONDON, ONT.

## DIET-CURE == FOR == INDIGESTION

Mr. Thomas C. Irwin, a prominent building contractor of the city of Peterborough and a highly respected citizen, says that for the past five or six years he has had great trouble with his stomach, the pain at times being most excruciating. Food did not seem to digest, but simply remained in the stomach and fermented, causing much belching of gas and flatulency of a most aggravating form.

Every medicine heard of was tried for the relief and cure of the distress. Continuously for the past few years, day after day, he faithfully dosed himself. Medicine apparently gave relief at times, but failed to cure in the slightest degree.

About five months ago he procured some Canada Flakes. The food was so pleasant, and seemed to digest so readily and without the usual distress, that naturally he continued its use. Dropping the medicines entirely and dieting with this great health-food, he soon found his stomach recovering its oldtime tone and vigor. In his own words he states:—"I am working hard every day, the pains have entirely disappeared, and I have not tasted medicine since I commenced the use of Canada Flakes. For a weak stomach or indigestion I think it is the best food ever got up for the human system." (Signed) THOMAS C. IRWIN, Stewart Street.



## Sell the Starch it Pays to Sell

THERE'S not any big difference in your **profit** as between one package starch and another. Maybe you think it doesn't pay to push any one brand? But suppose one starch sells just once to one woman, and another sells **every time** that woman wants starch? Profit's the same, perhaps—but is the sell-once kind worth as much to **you** as the sell-always kind? Suppose you figure out what it's really worth to you to be **sure** you can hold your trade on starch even as you can on the things that pay better. Suppose you decide now to handle **only** the starch that makes trade-holding certain

## That's the LILY WHITE GLOSS STARCH

Made Right  
Packed Right  
Pushed Right

**Brantford  
Starch Works,  
Limited,  
Brantford, Can.**





The recognized standards of perfection in the Condensed Milk and Evaporated Cream line, under the seal and endorsement of the most competent and scientific judges in the world, are



# Borden's Brands

**"EAGLE" BRAND  
CONDENSED MILK**

and

**"PEERLESS" BRAND  
EVAPORATED CREAM**

REMEMBER TO BUY THEM.

FOR SALE BY ALL JOBBERS.

**WILLIAM H. DUNN,**  
Scott, Bathgate & Co., Winnipeg, Man.

**MONTREAL AND TORONTO**  
Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

## ENDORSEMENT OF CANADA FLAKES AS A HEALTH FOOD.

Mr. Thomas C. Irwin, a prominent building contractor of the City of Peterborough and a highly respected citizen, says that for the past five or six years he has had great trouble with his stomach, the pains at times being most excruciating. Foods did not seem to digest, but simply remained in the stomach and fermented, causing much belching of gas and flatulency of a most aggravated form.

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## LIBERAL MAJORITY IN SENATE.

When Parliament assembles shortly at Ottawa the Liberal majority in the Senate Chamber will probably be twenty-three. For many years there was an overwhelming Conservative majority in that body, but through death and vacancies otherwise the standing of the parties has been completely altered during the last ten years.

## "EAGLE."

An article of daily use which is growing very popular with the trade, especially in the City of Montreal, and the Province of Quebec, is "Eagle Baking Powder."

The Powder has been manufactured in Montreal for upwards of fifteen years, its sales steadily increasing year after year. About three years ago, Mr. J. H. Maiden, the present manufacturer of "Eagle Baking



Powder," purchased the business, and under his guidance, the business has made rapid strides.

Among the changes made, the most noticeable is the label. The original label was of buff colored paper printed in red. At the present time, the label is lithographed in four colors on a red background, making "Eagle

Baking Powder" one of the most attractive on the market to-day.

Mr. Maiden, who is an Ontario boy, gained his first knowledge of the grocery trade some ten years ago when he went to Montreal and joined the staff of Loynachan & Scriver, with whom he remained for six years. He then believed that he could make a mark for himself in the business world, and decided to open up an office as manufacturers' agent, in which business he has been very successful.

Among the agencies controlled by Mr. Maiden are noticeable: The Canadian Packing Co., London, Ont., canned meats, hams and bacons; Simson Bros., Limited, Halifax, Sovereign Lime Juice; York Metal Polish; Hygiene Kola Co.; Kola Tonic Wine; Walker's Pivoted Bins and Store Fixtures; Gleason Grape Juice Co.; Deerfield Water Co.; Molassine Meat Co., and the Rat Biscuit Co.

\*\*\*

## SHARPS AND FLATS.

Many a man thinks he is mellowing when he is only getting moldy.

You cannot cure your sorrows by taking them out in a wheel chair.

The fear of reputation is often taken for the love of righteousness.

When folks get to fighting over creed the enemy takes his forces to another part of the field.

When you have to do with those who are blatantly honest, it is time to buy more padlocks.

Love's music is never perfect without the chords of pain.

Obstacle is often only another way of spelling opportunity.

No man ever broke his back under his brother's burden.

You are not likely to slay the enemy by drawing a long bow.

A niggardly purse in the pocket becomes a thorn in the side.

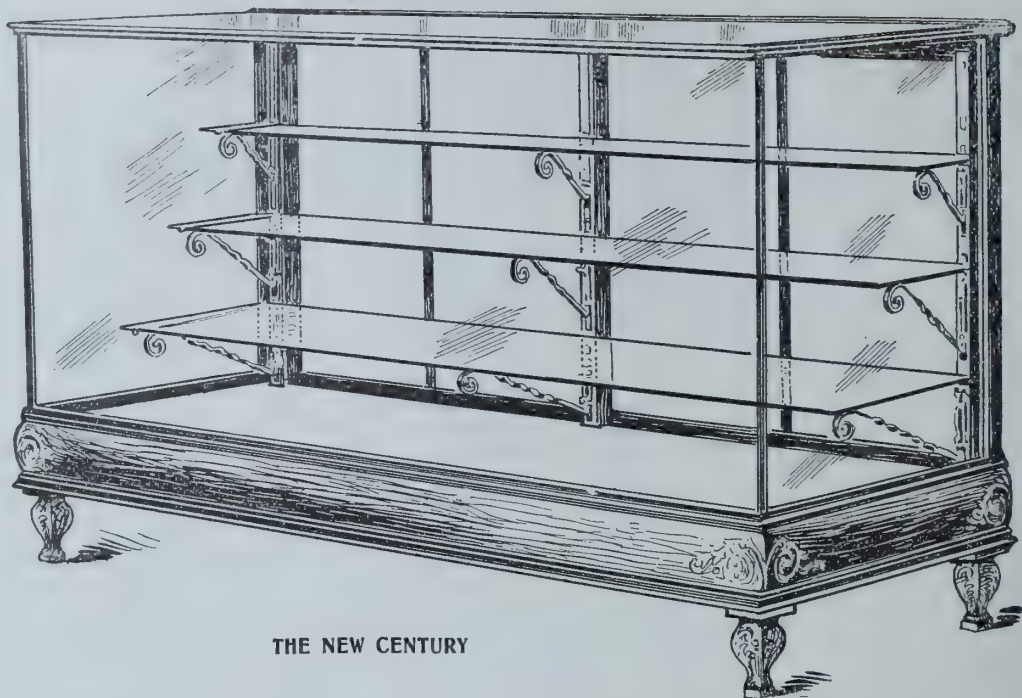
Many a man mistakes a floating indebtedness for a sinking fund.

The lights of the world are not advertising signs.

He knows no good who boasts he does no harm.

Losing the temper takes the edge off any argument.

He can easily be fearless who dare not make foes.



THE NEW CENTURY

# SHOW CASES



WRITE FOR CATALOGUE  
**JONES BROS. & CO., Limited**  
 29-31 ADELAIDE ST. W., TORONTO

EXPRESS

MANILLA

FIBRE

WAXED

TISSUE

TOILET

# PAPER

## PAPER BAGS

**JOHN FISHER & SON, Limited**  
 DUNDAS, ONT.

BEST QUALITY

# COAL AND WOOD

## OFFICES

## 3 KING EAST

415 YONGE STREET.  
 793 YONGE STREET.  
 576 QUEEN STREET WEST  
 1368 QUEEN STREET WEST.  
 415 SPADINA AVENUE.  
 306 QUEEN STREET EAST.  
 204 WELLESLEY STREET.  
 ESPLANADE EAST,  
     Near Berkeley Street.  
 ESPLANADE EAST,  
     Foot of Church Street.  
 BATHURST STREET,  
     Opposite Front Street.  
 PAPE AVENUE,  
     At G.T.R. Crossing.  
 YONGE STREET,  
     At C.P.R. Crossing.  
 LANSDOWNE AVENUE,  
     Near Dundas Street.  
 COR. DUFFERIN AND  
     BLOOR STREETS



THE  
**ELIAS ROGERS CO.**  
 LIMITED



## HON. MR. WHITNEY AND THE LIQUOR TRAFFIC.

A deputation from the Executive Committee of the Dominion Alliance recently waited upon Premier Whitney to urge the enactment of legislation along the lines of the policy laid down by the convention of the Alliance a year ago. The resolution passed by the Alliance at that time called for the abolition of the bar-room with the treating system, the drinking of liquor in clubs, and "the imposing upon the liquor traffic such other restrictions as will most effectively curtail its operation and remedy its evils."

Hon. Mr. Hanna was also present with the Premier. In welcoming the deputation, the Premier stated that the Government felt it their duty to be ready to listen at any time to representations on this question. He, himself, he said, stood second to none in his appreciation of the evils resulting from the drink traffic, and in his desire to minimize them. But the Government must keep in mind the policy announced by the Conservative party when in opposition, and although amendments would from time to time be made to the License Act, the Government had no mandate from the people to close the bars. The question they had really to consider was as to how the evils of the traffic could be ameliorated, and consistently with the course advocated when in opposition, the Government was anxious to do anything in its power to minimize the evils resulting from the drink habit.

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## IS SESSIONAL INDEMNITY EXEMPT?

At the last Court of Revision at Toronto Junction Mr. Archibald Campbell, member of Parliament for Centre York, appeared and contended that his sessional indemnity of \$2,500 was exempt from the income tax. The Court did not take that view of the matter and decided against Mr. Campbell. The question will be carried before the county Judge to be finally tried by him.

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## AMERICANS ARE GETTING MORE ANXIOUS.

The following extract from an article in the "Financier," of New York, is a fair sample of the growing anxiety of the business men of the United States with regard to their trade with Canada:

"Canada's greatest need—that of railways—is being met in a manner that is little less than astonishing. These completed, her resources, both agricultural and otherwise, will expand indefinitely. In the meantime, as the largest seller of goods to the Dominion, the United States has a direct interest in her future, and any legislation that will bind the two sections together in a trade sense ought to be encouraged."

## ONTARIO PROVINCIAL GOVERNMENT AND ELECTRIC POWER.

In an address before the Borden Club at Toronto the other evening Hon. Adam Beck, a minister without portfolio of the Ontario Government, and chairman of the Provincial Hydro Power Commission, and also a member of the Municipal Commission, spoke at length upon the policy of the Government upon the development and utilization of the water powers of the province for public and private purposes. He stated that as the member of the Government specially charged with looking after that branch of the administration's policy, he had devoted a great amount of time and attention to the subject. He emphasized the point that the policy of the Government was in the direction of securing to the consumer cheap rates for electric light and power developed from the immense water power resources in Ontario. He held that increasing the rentals to companies having concessions to develop these powers, while it would swell the revenue of the Government, would be of no advantage to the consumer, the public at large. He dwelt upon Ontario's commanding advantages in respect to water powers as compared with other provinces. The report of the Hydro-Power Commission which would be presented at the present session of the Legislature, would be such, he hopefully predicted, as would enable the Government to deal with the question in an intelligent manner, and to the greatest advantage of the public interests.

\*\*\*

## BRANTFORD'S FAMOUS SON TO BE HONORED.

The Telephone Memorial Committee, which have in hand the arrangements for the establishment of a memorial to one of Brantford's most distinguished sons, the originator of the telephone, have decided that the memorial shall take the form of purchase of the old Bell homestead near Brantford. A monument will also be erected. Twenty thousand dollars will be raised for the memorial, of which five hundred dollars has already been promised by Lord Strathcona.

\*\*\*

## NEW MAIL CONTRACTS.

### Grading of Subsidies in Renewal of Atlantic Mail Contract.

In connection with the contract entered into between the Government and the Allan Line for the carrying of the trans-Atlantic mail, it is provided that for the two turbine steamers, "Victorian" and "Virginian," the company will receive \$5,000 a trip, and for "Tunisian" and "Bavarian" \$3,750. The remaining steamers which may carry mails will receive \$500 a trip.

## A WATERWORKS COMMISSION AT GUELPH.

The municipal council of the city of Guelph has under consideration the questions of the appointment of commissions to manage its waterworks and parks. It is thought that the time has now come when more attention should be given to the beautifying of the city by the improvement of its parks and otherwise. In its waterworks Guelph has a good paying asset which could probably be made even more profitable under better business direction.



MR. SMALL requests those and those who are, or who contemplate handling Maple Products of any kind, to read the following:—

**Purity** Small's Brand is pure. See Government Bulletin No. 102, Table 1, Sample No. 25391 & 26529, also

CERTIFICATE OF ANALYSIS.

Montreal, April 11th, 1905.

"I hereby certify that I have analyzed samples of Small's Maple Syrup, marked Small's 'Selected' Maple Syrup, which was purchased by me on the 6th inst., on the open market, and my tests failed to detect the presence of any adulteration."

MILTON L. HERSEY, City & Prov. Analyst.

**Quality** Small's Brands have been awarded, with but one exception, all Gold & Silver Medals ever offered in Canada and many abroad including Europe and the Orient. It captured the only medal given in Canada this year.

**Reliability** Small's Brand is scientifically packed, has stood the test of time for 25 years. Registered 1881, the oldest Maple Syrup Brand in the British Empire.

**Price** Small's Brands are but little higher than the compounds, and the package used costs as much as that used for compound.

Small's Brand may be had through all Jobbers, but if yours insists on his compounds, the "Just as good," then you may secure direct from factory. That's all. Catalogue and Price List from Canada Maple Exchange, Montreal, Can.





## THE BRAND OF QUALITY

From the beginning, THE OLD HOMESTEAD people have made quality the first object of their efforts. For quality always tells in the end and, sometimes, as in the case of OLD HOMESTEAD canned goods, from the beginning.

Grocers who have worked late and early building up a good business know the importance of a reputation for just a little better goods than their competitors.

OLD HOMESTEAD goods just fitted their case. The labels were more beautiful, the tins more dependable, and the contents more delicious than any of the old brands. As a consequence,

OLD HOMESTEAD goods make a strong hit with the consumer, and increased trade for the retailer.

If you have never given OLD HOMESTEAD BRAND a trial, try them now. A small order will do at first, for larger will follow. Be sure you get OLD HOMESTEAD BRAND.

The Old Homestead Canning Company,

Picton, Ont.

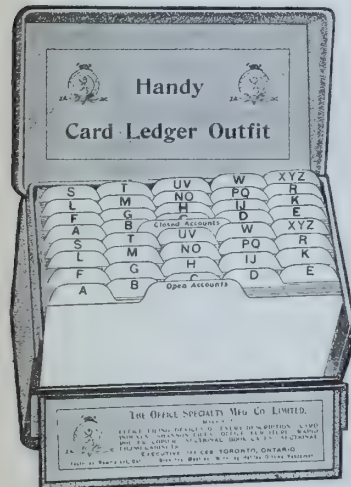
## Handy Card Ledger Outfits



### For Keeping Petty Accounts

The Card Ledger provides the safest and simplest method in existence by which a dealer may dispense with a day-book.

This outfit may be kept behind the counter, each item being entered immediately. Each card contains at all times a complete record of the account of any customer. As soon as the account is "closed" it is transferred to the guides back of the "closed account" guide. Should it be reopened, it is returned to the "live" accounts.



Outfit No. 52, 5 x 3 in. Cards, Holds 150 accounts - \$1.00  
Outfit No. 62, 6 x 4 in. Cards, Holds 150 accounts - 1.40

Order by Mail

**The Office Specialty Mfg. Co., Limited**

97 WELLINGTON ST. WEST, TORONTO

Branches: Montreal Ottawa Winnipeg Vancouver

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RAT, BROWN, CANADIAN  
MINK, JAP MINK, ETC.

## Coon and Fur Lined Coats

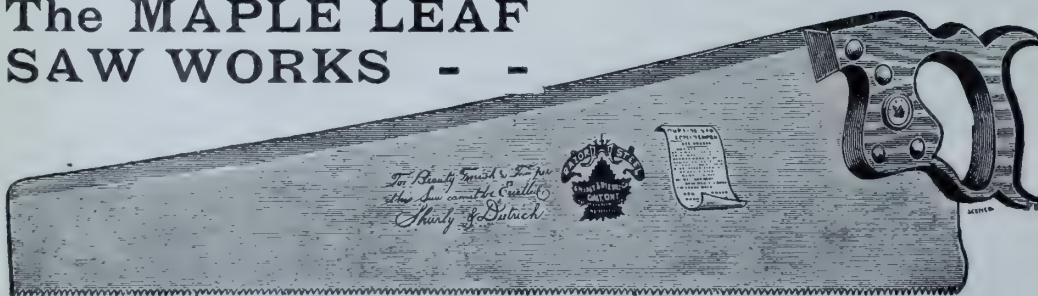
### FUR SKINS

OTTERS, PERSIANS, MINK, Etc.

**JOHN McKAY**

151-155 BROCK, - KINGSTON

## The MAPLE LEAF SAW WORKS - -



**Shurly &  
Dietrich**

GALT, ONT.

### OUR 1900 HAND SAW

Our Hand Saws are superior to any other make on account of their finish and temper. No mechanic's tool chest is complete without a Maple Leaf Hand Saw.

Manufacturers of all kinds of Saws, Plastering Trowels, Iron and Brass Bedsteads. All saws tempered under our secret process, which toughens and refines the steel.



## CANADA AND AUSTRALIA.

In discussing the question of Imperial Immigration in London, England, a short time ago, Mr. O. A. Beal, President of the Manufacturers' Federation of Australia, made some comparisons between that country and Canada. He said that although Australia had a population of only two-thirds that of Canada, yet the population of Australia had increased in a higher ratio than that of Canada. In productibility Australia is ahead of Canada, and is likely to still more excel. They produce forty times as much wool, thirty times as many sheep and cattle, twenty per cent. less of wheat, but as much per capita. Their minerals are in value three times the total produce of the Canadian mines, fisheries and forests put together. Where Canada excels, however, is in the important field of manufactures. He said that in this particular the people of Australia did not envy, but took pride in the splendid achievements of a sister Dominion, and Canadian success should be a brilliant incentive to his own country. He advocated a system of freer trade between the various States of the British Empire.

In replying to Mr. Beal, Lord Strathcona said that none were more proud of Australians than were Canadians; that Canadians are well satisfied in their portion of the Empire, and have great confidence in its future. They do not envy, but congratulate, Australia, and trust that each country will emulate the other in doing their utmost for their own particular State, reflecting as far as possible benefits to all parts of the Empire.

These courtesies between leading men belonging to various parts of the Empire are amongst the very best methods for creating healthy rivalry and good feeling, and it is to be hoped that the opportunities for such intercourse will be largely increased as time goes on. But there is one thing that must be kept in mind in connection with Mr. Beal's words, and that is, that Canada has of very recent years begun to take very great strides forward in the development of her resources, which in the course of comparatively a few years is certain to add most materially to her production in a number of the lines in which Australia has in the past excelled, so that if Australia does not look out for her laurels Canada is likely to outstrip her.

\*\*\*

## HORTICULTURAL SOCIETY OFFICERS.

R. J. Score, President.

The recently-elected officers of the Ontario Horticultural Society are as follows: President, R. J. Score; first vice-president, W. H. Bunting; second vice-president, H. R. Frankland; secretary, H. B. Cowan; treasurer, J. H. Dunlop.

## BRITAIN BEATS TRADE RIVALS.

Evidence of Great Britain's trade lead is afforded in a Board of Trade return issued December 15th, 1905, giving the figures for the first ten months of the present year as regards four countries. In the tables given below, which include the comparative figures for 1904, the imports in all cases, except that of the United States, represent goods for home consumption only, while in every case the exports represent articles of domestic production:—

## Ten Months—Imports.

	1905.	1904.
Un. King.	£395,051,000	£389,707,000
U. S. ....	204,164,000	175,869,000
France . . .	150,904,000	144,521,000
Belgium . .	94,768,000	88,637,000

## Exports.

	1905.	1904.
Un. King.	£271,763,000	£246,632,000
U. S. ....	257,009,000	234,561,000
France . . .	154,216,000	142,468,000
Belgium . .	70,001,000	67,404,000

Another table showing the imports and exports of such goods for the first nine months of the year includes Germany, which compares with this country as follows. Here again the supremacy of Great Britain is apparent:—

## Nine Months—Imports.

	1905.	1904.
Un. King.	£352,633,000	£345,858,000
Germany . .	243,579,000	230,590,000

## Exports.

	1905.	1904.
Un. King.	£242,396,000	£221,189,000
Germany . .	201,297,000	189,161,000

From the latter table it will be seen that, whilst Great Britain's exports for the nine months' period exhibited a comparative increase over 1904 of some twenty-one millions, those of Germany were only about twelve millions more.

\*\*\*

## ADULTERATION OF PAINTS.

Mr. C. W. Willmott, of the Dominion Geological Survey, has issued a pamphlet containing the results of two years' experiments in paint pigments. He made a strong appeal to Canadian paint men to secure pigments from home sources, as most of the imported pigments are adulterated to an almost incredible degree. A sample of Venetian Red was taken from an Ottawa store recently, and was found to contain less than twenty-nine per cent. of the sesquioxide of iron, and altogether an adulteration of sixty per cent.

## CHEAPER PIG IRON.

As a result of the experiments in the electric smelting of iron ore that Dr. Heroult, the French expert, has been conducting at the Soo, he has ascertained that pig iron can be produced by the electric process from red hematite at less than ten dollars a ton at that point. The significance of this statement can be appreciated from the fact that before the Tariff Commission recently a leading iron and steel manufacturer declared that by the old process, the one still in general use, it costs fourteen to fifteen dollars a ton to produce pig iron.

\*\*\*

## CANADA STARCH COMPANY.

At the organization meeting of the newly incorporated Canada Starch Company, held recently in Montreal, the following directors were appointed: Messrs. George F. Benson, William Strachan, Charles R. Benson, Charles R. Hosmer, Hon. Robert Mackey, Wm. R. Miller, all of Montreal, representing the Edwardsburg Starch Company; Lloyd Harris and Joseph Ruddy, Brantford, representing the Brantford Starch Company; Hon. J. R. Stratton and James J. Warren, representing the bondholders of the Imperial Company. The following officers were also appointed: George F. Benson, President and Managing Director; William Strachan, First Vice-President; Lloyd Harris, Second Vice-President; Joseph Ruddy, Secretary-Treasurer, and Hugh McArthur, assistant Treasurer, at Cardinal. Mr. Alfred P. Murray retains charge of the selling department at Montreal.

\*\*\*

## SHERBROOKE, QUEBEC.

The city of Sherbrooke, Quebec is holding her own amongst the progressive communities of the Dominion. There is a growing East as well as a growing West, and Sherbrooke is growing with the East. Since 1896 the population of the city has grown from 9,746 to 13,364, a gain of over thirty-six per cent. The taxable real estate has also grown from \$3,901,622 to \$5,206,710, a gain of over thirty-three per cent. Within a radius of fifty miles there is a population of two hundred thousand. Sherbrooke is the natural centre for the Eastern Townships, being on the main lines of both the Grand Trunk and Canadian Pacific Railways, and the terminus of the Boston & Maine and Quebec Central Railways.

**W. R. Johnston & Co.**

LIMITED

**Wholesale Clothiers**

Cor. Front & York Sts., **TORONTO**

## IMPROVEMENT OF TORONTO HARBOR.

The Transportation Commission appointed some time ago by Dominion authorities to examine into matters connected with transportation throughout the Dominion of Canada have made their report. In this report a good deal of attention is given to the improvement of Toronto Harbor.

The improvements suggested at Toronto are made conditional upon the city handing over to the Government lands on the water-front of the harbor, including water lots and lands recently acquired in connection therewith, together with such piers and docks as are now owned by the corporation, and upon the basins between the piers being kept free from sewage. The suggested improvements are: Entrance to the harbor east and west dredged to the depth of sixteen feet, channel of three hundred feet to be dredged through the harbor, piers between the entrance to be extended into eighteen feet of water, shoal at the eastern entrance to be removed, groynes to be built at the west end of the Island, city piers to be extended, and the water at the piers to be dredged to a depth of sixteen feet. The River Don to empty into Ashbridge's Bay instead of into the harbor. Before the above action is taken, the commissioners say, there must be full consideration of all the questions connected therewith, including cost, land required, and of the issues raised by reason of the Don diversion.

\*\*\*

## TORONTO ASYLUM.

For a good many years past the question of the removal of the Asylum for the Insane at Queen and Dundas Streets, in the City of Toronto has come up from time to time in the Press, and the Government of the Province is popularly supposed to have more than once had it under serious consideration. It is said that the Whitney Government have now taken the matter up in earnest and that it is not improbable that something may be done in the direction indicated. It is quite certain that the removal will have eventually to be made, and the opinion has been expressed in influential circles that the present is a very favorable time to secure the removal with advantage. The present buildings are more or less antiquated and the grounds are too small to allow for the proper treatment of the inmates according to the most modern methods. The Queen Street property has become very valuable and would sell for a very large sum of money, which would go a long way towards providing suitable ground elsewhere and erecting the necessary buildings. The new institution will, no doubt, be in the neighborhood of Toronto and convenient of access.

# Commercial News

The capital stock of the Cowan Company has been increased from \$100,000 to \$250,000.

Fruit from British Columbia is being successfully sent to Australia and New Zealand in cold storage.

The total receipts at the Toronto Industrial Fair last fall were \$182,163, and the net profits \$37,294.

The gross earnings of the Canadian Pacific Railway last year were \$50,481,882, and the net profits \$15,475,088.

The Bell Telephone Company will apply to the coming session of the Dominion Parliament for power to increase its capital stock.

The Quebec Live Stock Associations have decided to affiliate with the national associations which have their headquarters in Ottawa.

Mr. J. R. Chisholm, of Toronto Junction, dry goods and gents' furnishings, is giving up business. He will continue to reside in the town.

The Essex Terminal Railway Company will ask the Dominion Parliament at the coming session for an extension of time for the commencement and completion of the railway.

Extensive additions to the works of the Canadian Rand Drill Company, of Sherbrooke, Quebec, will shortly be undertaken. It is understood that a new foundry is among the improvements to be carried out.

The Local Master at Ottawa has completed the winding up of the Ottawa Milling Company, and the ordinary creditors will receive a dividend of eighty-three cents on the dollar.

The Lethbridge "Herald" says that Alberta and the entire West should make a most emphatic protest against the request that Niagara fruit growers are making of the Dominion Government to raise the duties on fruits so as to shut out California peaches and other American fruits.

The Mutual Fire Insurance Companies of the Province of Ontario have made application to the Provincial Government to appoint a Fire Marshal, whose duty it shall be to investigate all fires independently of any action taken by the insurance companies.

The Dominion Steel Car Company, Limited, will manufacture steel cars for use on the Canadian railroads. The plant will be situated at Montreal West, and will cost about five hundred thousand dollars. Construction will begin in the spring, and it is expected to have the works in operation, with about five hundred employees, by the middle of next summer.

The Kemp Manufacturing Company, of Toronto, are reported to have purchased a site on St. Antoine Street, Montreal, on which they intend to build a large warehouse for their local and eastern trade.

\*\*\*

## BUSINESS CHANGES.

The firm of Van Dusen & Cruickshank, general merchants of Tara, Ontario, has been dissolved; Mr. J. R. Van Dusen taking over the business. The business is the oldest in the town of Tara, having been established in 1867, by Mr. W. Van Dusen, now of Toronto Junction.

Grafton & Co. have purchased the business and premises of George Robinson, who has for a long time conducted one of the largest clothing businesses in Woodstock. Mr. Robinson is retiring from business permanently, and will continue to reside in Woodstock.

The plant of the Oshawa Gas Company is reported to have been sold under power of sale in a mortgage to Thomas Willson and others interested in the Acetylene Construction Company of St. Catharines. It is said that the purchasers intend to overhaul and enlarge the plant.

\*\*\*

## SATISFACTION.

Imperial Brand of maple syrup is from the best Beauce County maple sugar. This syrup has been sold for years, and it is always uniform. It has the natural rich flavor of the maple, and it is consequently always satisfactory to the consumer.

It is the most delicious syrup known for table use, and it is also used for making the finest candy and cake.

This syrup is made in part from cane sugar, and is labelled "Maple Flavor Syrup" on every can.

The dealer is in no danger of being prosecuted for selling this syrup; because the department at Ottawa has agreed that this syrup being sold and labelled as a Maple Flavor Syrup, is regarded as a compliance of the Pure Food Law.

Don't allow a jobber to sell you an inferior grade just because it is a few cents cheaper. The consumer will be glad to pay the extra price when he is sure of getting a better quality of goods.

All goods manufactured by this company are warranted to be satisfactory, if not they may be returned at the expense of the company. The Imperial Syrup Co., 88 Grey Nun St., Montreal, Can.



# Be Sure

When Buying Furniture and Ask Your Dealer for the  
**John C. Mundell & Co.**

Fancy Chairs	Fancy Rockers
Morris Chairs	Morris Rockers
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Perfect Workmanship  
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are all characteristic of this make of Furniture. Take none but the best when you buy.

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# SUPREME QUALITY Stewart's

**CHOCOLATES AND BON BONS**

Are made for those who desire

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**PURE - DELICIOUS**

We have a beautiful line of package goods and novelties for the Trade.

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ADVERTISE**

## What It Means to Have An Account at Brown's

**It means** a cosy home for everybody.

**It means** the same comfort to the wage earner as to the rich man.

**It means** all the household goods you want and desire to suit your condition in life.

**It means** clothing for all the family on the same terms.

**It means** having all your needs supplied within twenty-four hours, and you use the goods while paying for them.

**It means** that when your goods are but partially paid for and calamity or illness should befall you, no embarrassment or loss can possibly happen to add to your burdens.

Complete Line of Roll Top Desks and Flat Top Desks, Office Filing Cabinets and Systems, Board-room Tables, Tilting and Office Chairs.

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SPECIAL LINES OF FOOTWEAR

### "The Traveller"

A man's fine \$3.50 shoe.

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Staple shoe made for the masses.

### "The Royal Purple"

Ladies' fine shoe, nobbiest line on the market.

### "The Tru-Fit"

None better, few as good.

Woman's shoe, retails \$2.50.

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Phosphated Wine of  
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# Table Syrup

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### PUT UP IN TINS—

2-lb. tins—cases 2 doz.	Also in brls., ½ brls.
5 " " " 1 "	<b>Kegs and Pails</b>
10 " " " ½ "	
20 " " " ¼ "	

Freight paid on 5 cases and over to all railway  
stations east of North Bay.

A product that is made from the finest selected corn  
and under the most modern and most hygienic  
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the trade and public. To-day "Crown" brand  
**TABLE SYRUP** is **CANADA'S** most popular and  
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### IMPERIAL BRAND MAPLE SYRUP

Has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit

#### **Packed Wine Measure, SQUARE TINS.**

TINS—6 Gallons to Case.....	Per Case \$5 10
" 12½ " to Case.....	" 5 60
" 24¼ " to Case.....	" 6 00

#### **Packed Wine Measure, ROUND TINS.**

TINS—6 Gallons to Case.....	Per Case \$4 80
" 12½ " to Case.....	" 5 10
" 24¼ " to Case.....	" 5 40
" 24 Pints to Case.....	" 3 00

#### **IMPERIAL MEASURE.**

5 Gallon Tins, 1 to Case.....	Per Case \$4 50
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Notice too, particularly, when making out your orders for Imperial Maple Syrup that you state whether round or square tins are wanted, in order to avoid mistakes.

It will be best to affix prices to all orders. Freight prepaid on Shipments of 3 Cases and over to all railway points in Quebec, New Brunswick, Nova Scotia and Ontario, as far North as Owen Sound, Gravenhurst, and on the main line of the Canadian Pacific Railway (only) as far as North Bay. To all points beyond these limits East of Winnipeg, a freight allowance of 25c. per 100 lbs.

IMPERIAL SYRUP CO.=====MONTREAL



THE  
**Retail Merchants' Journal**  
OF CANADA

Vol. 4

March, 1906

No. 3

All Retail Merchants United



The Official Organ of  
**The Retail Merchants' Association of Canada**

TORONTO OFFICE: 21 RICHMOND ST. WEST  
MONTREAL OFFICE: 88 ST. DENIS ST.

MADE IN CANADA



BY



**THE ALPHA CHEMICAL CO.**  
BERLIN, ONT.



For Sale by all Leading Wholesale Houses.

Flavor,  
Keeping Quality,  
Purity,

**3** Good  
Points  
THAT DRUGGISTS  
FIND IN

**Bates' Hard Boiled  
Confectionery**

COUGH CANDIES.

WE EXCEL IN

BROWN  
COUGH,  
BLACK  
COUGH,  
HOREHOUND,  
MENTHOL,

RASPBERRY,  
STRAWBERRY,  
PINEAPPLE,  
ORANGE,  
LEMON,  
CHERRY.

OTHER POPULAR FLAVORS WE MAKE ARE—

BUTTER,	MAPLE,	ROSE,
LIME,	NECTAR,	MIXED FRUIT,
CHOCOLATE,	VANILLA,	SEN-SEN,
PEAR,	PEACH.	

WE GUARANTEE OUR GOODS.

WRITE FOR PARTICULARS.

**BATES MANUFACTURING CO.,**  
9-11 FRANCIS ST. Limited. TORONTO, CAN.



**TWO BIG SELLERS**

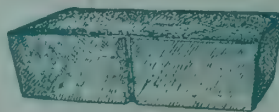
**Maple Cream Hearts**    •    •    •    •  
**Twin Block Pure Maple Sugar**

Maple Cream Hearts are  
put up in Pails of 18 lbs.  
each, and sell for 20 cts.  
per lb

Price per Pail - \$2.16  
(No charge for Pail.)

Profit to Retailers on one  
Pail - - - \$1.50

1 lb. Twin Block.



Designed Patented.

Twin Block Pure Maple  
Sugar is put up in cases  
containing 40 1/4-lb.  
blocks, and sells for 10c.  
each, or may be broken  
in two for 5c. sale; in  
handling this sugar, there  
is no weighing or waste.  
Price per Case - \$3.00  
Profit to Retailer on one  
Case - - - \$1.00

Beware of Imitation,

We are the originators and sole patentee of these goods. We are now taking legal proceedings against infringers who are offering similar goods of an inferior quality. In ordering specify **Twin Block Maple Sugar** and **Maple Cream Hearts** and you will get the genuine.

ALL JOBBERS HANDLE OUR GOODS

**SUGARS, Ltd.**    -    -    **Montreal, P. Q.**





THE MARK OF QUALITY.

## To the Retail Merchants of Canada

We make and sell everything in Rubber.

In General Rubber Goods our line is more extensive than that produced by any other Rubber Company in the world.

When buying Rubber goods, insist on our product. Your own margin of profit will be safe—your customers will be entirely satisfied.

"Canadian" Rubbers—The Retailer handling our Rubber Footwear is supported by extensive advertising of the most aggressive and up-to-date character.

"Canadian" Rubbers always please—high quality, up-to-date fit and wear.

Look for our Trade Mark when buying your Rubber Goods. It's a protection.

### THE CANADIAN RUBBER CO. OF MONTREAL, Limited

Halifax. Montreal. Toronto. Winnipeg. Vancouver. ESTABLISHED FIFTY-ONE YEARS

## Quick Sales mean Quick Profits

If you will test it, you will find, that on account of its uniform quality and superiority . . .

### "FIVE ROSES" FLOUR

is a quicker and more satisfactory seller, and consequently, the source of larger and quicker profits, than any ordinary brands on the market.

### LAKE OF THE WOODS MILLING CO'Y, Limited.

Montreal, Winnipeg, Keewatin, Portage la Prairie,  
Ottawa, Toronto, Quebec, London, Ont., St. John, N. B.

# MAPLE LEAF

— STITCHED —

## COTTON DUCK BELTING

Made in Canada



Made in Canada

**Maple Leaf** is made of the best cotton duck woven to our own special formula.

**Maple Leaf** is the truest running belt on the market.

**Maple Leaf** is superior to either Rubber or Leather and in many places will do work that no other make of belt will.

**Maple Leaf** is suitable for all kinds of factories, mills, etc., for power and carrying.

### MAIN DRIVE BELTS A SPECIALTY

Ask for **Maple Leaf** and take no other.—**Beware of imitations.**

MANUFACTURED ONLY BY

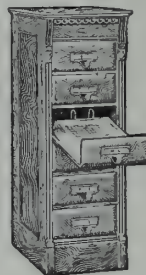
**Dominion Belting Co., Limited**  
HAMILTON - - - CANADA

Use our **Maple Leaf** Belt Dressing.

## Letter Filing FOR THE RETAILER.



Every Retail Merchant should have a System of Filing his letters, invoices and receipts. A lost letter or receipt often causes loss of money. The Shannon System of Filing is especially adapted to the requirements of the Retail Merchant.



We illustrate a Six drawer Shannon Cabinet which has a filing capacity of 2500 letters. When any file drawer has become filled the letters are transferred to a Transfer Case—just as readily referred to as when in the file drawer.

Some Merchants would not require as large a Cabinet, while others could use a much larger one. These Cabinets are made from one drawer up to sixty to meet the requirements of any size of business.

Have you a System? Does it work out satisfactorily? May we send a small Booklet illustrating and explaining the Shannon System? Ask for Booklet No. 410.

**The Office Specialty Mfg. Co., Ltd.,**  
97 WELLINGTON STREET, WEST,  
TORONTO.

BRANCHES: Halifax, Ottawa,  
Winnipeg, Montreal and  
Vancouver.

Factory:  
NEWMARKET.

Established 1856

## Simmers' Seeds

It will pay you to sell **SIMMERS' SEEDS** in packets; they are well advertised, therefore are always in demand.

**SIMMERS'** Sterling Varieties of **Root Seeds**, sold in sealed one pound and half pound packages.

**SIMMERS'** Imperial Giant Half Sugar Beet.

**SIMMERS'** Mammoth Prize Long Red Mangel Wurzel.

**SIMMERS'** Giant Yellow Intermediate Mangel Wurzel.

**SIMMERS'** Champion Purple Top Swede Turnip.

**SIMMERS'** Elephant or Jumbo Swede Turnip.

**SIMMERS'** Kangaroo Swede Turnip.

**SIMMERS'** Improved Giant Short White Carrot.

Our Wholesale Catalogue and Market Prices sent to Dealers on request.

**J. A. SIMMERS,**  
TORONTO, ONT.

BEURRE  
ŒUFS  
FROMAGE



**FORTIER & MONETTE**

604

Rue St. Paul

MONTREAL



# THE Retail Merchants' Journal

OF CANADA

The Official Organ of

The Retail Merchants' Association of Canada.

Offices : TORONTO, MONTREAL, WINNIPEG

MARCH, 1906

## A United States Court Judgment on Drug Combinations.

By a recent decision given by a Court in the city of Philadelphia, Penn., the National Association of Patent Medicine Manufacturers, certain wholesale and Retail Druggists were heavily fined for entering into a combination for the purpose of establishing and maintaining prices. There must be no unlawful combination in establishing retail selling prices. This judgment establishes the principle that according to United States law there is only one party who has the right to establish a minimum retail selling price, and that is the individual manufacturer, and he must act alone and not with any Association or with any other manufacturer. All recent decisions have given this right to individuals, but have decided against the legal right of a collective body to attempt any such end. This decision does not prevent an individual manufacturer from notifying his trade either individually or collectively of his intention to establish and maintain prices.

The Canadian law on these points is very similar to that of the United States, and the Contract Plan agreements which our Association is asking the proprietors to enter into are drawn with a view solely to securing fair dealing between the manufacturer the retailer and their customers and are therefore perfectly legal.

## Working for nothing.

When a grocer sells a package for two cents profit, and it costs him two cents to sell it, he is working for nothing ; but when he sells it for one cent profit, and it still costs him two cents to sell it, he is out one cent less than nothing. In other words, he has to draw on his bank account that much, or put the loss on some other manufacturer's goods. — "Pacific Coast Grocers' Magazine."

## Orangemen contend against Protestants on behalf of Equal Rights.

Winnipeg Orangemen recently passed a strong resolution protesting against the Manitoba Legislature granting university powers to the Baptist College at Brandon. They took this course on the ground that according to its principles the Orange Order stands for equal rights to all, and that as they would oppose the Roman Catholics having a separate university in Manitoba, so they oppose the Baptists or any other protestant denominational body shown any favors of this kind.

## The Retailer Commands the Trade.

It makes no difference what line of goods he sells whether it be dry goods, hardware, farm machinery, shoes or groceries, the retailer is the man who controls the demand for lines of goods, provided he chooses to exercise that control, without the friendship of the retail dealer, we are satisfied that no advertised line of goods can be sold, that is continuously sold. The retail dealer has absolute control of his trade in this respect. Both men and women among his customers respect his opinion and defer to his judgment in matters of this kind, and his recommendation of a line of goods stands a thousand times stronger with them than all the claims of the advertisement on the billboards or in the magazines. He is the man they know, while the manufacturer is to them a stranger.

## How the French Canadians saved Canada.

Britain must not be led into supposing that it ever had a French-Canadian problem to solve at all like the Boer problem. The French had so heartily accepted their new lot under the British flag by the time of the American revolution that they refused to co-operate with these enemies of Britain and allies of France,

and when 1812 came round French-Canadian blood was shed in defence of British rule in Canada. It is superficially cheap and easy to talk as if these two cases were alike, and to reason from the unity and peace of Canada to a cheap and easy success in South Africa ; but they are in reality very different. Still, we hope that in final harmony and good feeling they may be identical. — "Montreal Star."

## Sutton & Sons' Exhibit.

We believe that it will be in the interest of every Grocer visiting our Pure Food Show at Massey Hall next April, to inspect Booth No 40 where Messrs. G. F. Sutton, Sons & Co, of London, England will have a large display of their great variety of goods which have now been sold for some years throughout the Dominion.

Mr. Niermeyer, the Export Manager will personally attend to all clients and his world wide experience will be helpful to many in getting new ideas from him as to how our brethren in Australia, New Zealand, British India, South Africa, China and Japan are conducting their business, and which may be of great importance to you too in the further development of your trade in this country with the motherland.

Messrs. Sutton have made it a principle from the outset of their business, some fifty years ago, to give the very best quality at the lowest possible prices, and whenever an official analyst has tested their goods, they have come out on top for quality. That is the reason why they can come to the Pure Food Show. Convince yourself and it will amply repay your visit.

**W. R. Johnston & Co.**

LIMITED

**Wholesale Clothiers**

Cor. Front & York Sts., TORONTO

## Hamburg Felt Boot Co.

Limited

New Hamburg, Ontario

HIGH GRADE

# FOOTWEAR

We manufacture all kinds of  
Felt Boots and Shoes  
and All-Wool Lumber-  
men's Knitted and  
Felt Socks : : : :

ABSOLUTE SATISFAC-  
TION in knowing that  
when you buy the HAM-  
BURG Felt Boots you have  
the BEST GOODS MADE.

Write us for samples and prices. We have JUST  
WHAT YOU HAVE BEEN LOOKING FOR.  
We sell direct from our factory, and give you  
PROMPT SHIPMENT. : : : :

## THE G. V. OBERHOLTZER CO.,

LIMITED,

BERLIN, ONTARIO,

Manufacturers and Jobbers of

# Boots and Shoes.

WE MAKE SPLENDID WEARERS  
WE MAKE SPLENDID FITTERS

In Standard Screw and McKay's

We show Attractive, Well-fitting,  
Up-to-date Goodyears and Turns

MAIL ORDERS RECEIVE SPECIAL ATTENTION

## MAPLE LEAF RUBBERS

Glove Fitting Stylish  
Serviceable.



MAPLE LEAF RUBBERS are manufac-  
tured in one of the most perfectly equipped  
plants of its kind in the world, and the  
largest in Canada devoted entirely to the  
manufacture of rubber boots and shoes.



### Complete Stocks

Carried by the principle Jobbers  
Ask your supply house for Maple Leaf Rubbers.

## BE IN THE RACE SELL



Gives a Black polish, not Blue. In  
the patent safety box, Clean Hands, Clean  
Clothes, Clean Shoes.

The biggest combination in the world  
for 10 cents.

BIG BOX, BIG SHINE, BIG HURRY.

DOMESTIC SPECIALTY CO.

HAMILTON, CANADA



The  
**Retail Merchants' Journal  
of Canada**

THE OFFICIAL ORGAN

OF

The Retail Merchants' Association  
of Canada

(INCORPORATED)

"All Retail Merchants United."

PRICE, \$2.00 PER ANNUM,  
IN ADVANCE

Correspondence is invited, but we do not hold ourselves responsible for the statements or opinions of those using our columns.

Copy for change of advertisements must be sent to the office, 21 Richmond St. West.  
Phone M. 2316, not later than the 1st of each month.

Secretary and Editor, E. M. TROWERN  
21 Richmond St. West, - - - - - Toronto.

Treasurer, J. A. BEAUDRY,  
88 St. Denis St., - - - - - Montreal.

**MARCH, 1906.**

**ADVANCE OF THE ASSOCIATION.**

It is exceedingly gratifying to note the remarkable progress that is at the present time being made in the advancement of our Association. It is with great pleasure that we publish in this issue particulars with regard to the spread of the organization to Manitoba and the North West Provinces, which has brought in an addition in that part of the Dominion of some twelve hundred members. "The Hardware and Stove Dealers' Association of Western Canada" and "The Retail Merchants' Association of Western Canada" retain their organizations intact, but have become affiliated with one another, and have amalgamated with the parent Canadian Association. The Western Board has been organized and a general office opened in Winnipeg, fully equipped for work.

The retail druggists of Winnipeg have also joined the Association, with two or three exceptions only, and have formed a Section of the Branch of the Association in that city.

In Eastern Ontario Organizer James Eadie has formed five branches in Tweed, Colborne, Brighton, Madoc, Marmora, and a few other places, with a full membership of the retail merchants.

In the western part of the Province Organizer S. A. Brubacher has also been actively at work, and

has formed Branches at Brussels, Wingham, Atwood, Kincardine, Lucknow, and other places. The result in Ontario from new branches is a net increase of several hundred in the membership of the Association.

The reports from the Province of Quebec are also very encouraging, and in this matter of working together for the advancement of the interests of the retail trade of Canada the French speaking members are quite as enthusiastic and enterprising as their English speaking brethren.

**THE PURE FOOD SHOW**

Preparations are now completed for the Pure Food Show to be held under the direction of the Grocers' Section of the Toronto Branch, in Massey Hall, Toronto, from Thursday the 29th of March to Saturday the 14th of April.

The object of these Pure Food Shows is to educate the consuming public up to the necessity of using a higher standard of food, and thus create a greater demand for pure and wholesome food products, as well as to give the manufacturers of pure and high class goods an opportunity of exhibiting their products. The public health is primarily dependent upon good wholesome food, and no class in the community has the same responsibility of seeing that the public are supplied with good wholesome food as the Retail Grocer, and he must therefore take the initiative step towards the higher education of the consuming public in this matter.

This advanced step in demanding that the Pure Food Laws of our country shall be properly observed, is the reason why the members of the Grocers' Section have decided to hold another high class Pure Food Show this year, where exhibitions of food products will be made and lectures delivered pertaining to their use. These lectures will be given by capable professional Dominion and Provincial Government officials.

In order to make the Exhibition attractive and appreciative, entertainment has been blended with instruction, and one of the most popular and high class series of concerts that has ever been presented to a Toronto audience will be provided.

A very large number of visitors is expected from all parts of the coun-

try. The Food Show of last spring was a success in every particular, and no pains have been spared to surpass it this year.

**THE ONTARIO CONVENTION**

Active preparations are even now under way for the Ontario Convention of the Association, which will be held at Ottawa on July 3rd, 4th and 5th. The members of the Association in Ottawa have appointed a committee of arrangements, consisting of Messrs. H. Watters, Chairman; H. C. Ellis, Secretary; Stewart McClenaghan, W. H. Sproule, L. N. Poulin, F. T. Graves, F. W. Forde, C. J. Prevost and G. W. Shouldis, with power to add to their numbers. The officers of the Provincial Executive are also preparing for the event, which it is confidently expected will be the most successful gathering of the Association yet held in the Province of Ontario.

**INTERESTING PUBLICATION  
FOR THE RETAILERS.**

The Burroughs Adding Machine Co. of Detroit, Michigan, U.S.A. have published lately a very interesting book containing 78 pages of reading and descriptive matter regarding their adding and listing machines, as applied to the retail trade, that would prove very interesting to all progressive and up-to-date retail merchants.

The book contains full illustration of the different styles of adding machines made by the Company and also furnishes a full set of forms generally used by Merchants for the different transactions of the retail business and shows them filled with a maze of figures with correct totals too marvelous really to describe in a short article of this kind.

The forms used in connection with the adding machines will enable any retailer to get his trial balances in few hours instead of a few days:

To have his daily, monthly or yearly sales audited in few hours:

To have all this work and much more, as described in the book perfectly correct and to save perhaps one third of the cost of book-keeping.

It is without doubt a very ingenious machine and the system described in the book is actually in use in hundreds of retail establishments throughout the world.

Any retail merchant interested would do well to communicate with the above named Company if they wish to have a copy of the said book.

## THE ROCHESTER LAMP CO.

Call attention to their large stock of  
Oil and Gas Lamps, Glass Shades,  
Chimneys, Burners, Etc.

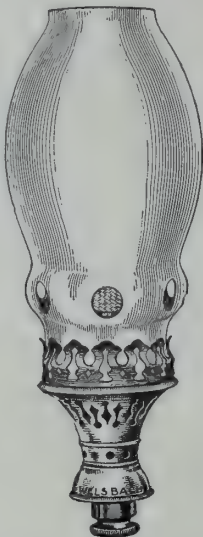
If you want the best  
selling Gas Lamp  
write us for either

The Welsbach,  
No. 71.

The Lindsay,  
No. 5.

OR

The Wieduhold



We also have a full  
line of the cheaper  
Lamps and Mantles  
at very low  
prices.

If you are in the  
line for Gas Fix-  
tures send for our  
Catalogue and  
Prices. To be had  
for the asking.

THE ROCHESTER LAMP CO.  
109 CHURCH ST. TORONTO.

EDUCATION  
*That Says*

Can be well acquired by taking one or more of our excellent

## Mail Courses

Cut out this section, mark the courses you wish information about and mail to us.

Book-keeping and Business Practice	.....
Shorthand and Typewriting	- - - .....
Illustrating and Drawing	- - - .....
Higher Accounting (C. A. Course)	- .....
Signature	.....
Address	.....

Many clerks, book-keepers, teachers and other students  
are now enjoying these courses. Please address

Correspondence Department

**CENTRAL BUSINESS COLLEGE**  
TORONTO

W. H. SHAW, Principal.

## Be Sure

When Buying Furniture and Ask Your Dealer for the

## John C. Mundell & Co.

Fancy Chairs	Fancy Rockers
Morris Chairs	Morris Rockers
Bedroom Chairs	Bedroom Rockers
Office Tilters	Office Chairs
Hotel Chairs	Rotunda Chairs
Typewriter Chairs	Cafe Diners
Turkish Chairs	Mission Furniture
Arts and Crafts Designs	
Seats for Dens, Smoking Rooms, Etc.	
Library Furniture in Mission Styles, Etc.	

Perfect Workmanship  
Admirable Finish  
Beauty of Design

are all characteristic of this make of Furniture. Take  
none but the best when you buy.

**JOHN C. MUNDELL & CO.**  
ELORA, ONT.

## The Elmira Furniture Co.

(LIMITED)

ELMIRA

ONTARIO

MANUFACTURERS OF

Medium and High Class... **FURNITURE**



FANCY TABLES, TAB-  
OURETTES, CHAIRS,  
ROCKERS and DINERS

If you want any of the above

**WRITE and TRY US**

Every article a ready seller  
and a

**MONEY MAKER**

Satisfaction guaranteed  
Watch our adv. every  
issue.

## The Elmira Furniture Co.

(LIMITED)

ELMIRA

ONTARIO



# THE ONE PRICE SYSTEM

## THE ONE PRICE SYSTEM

It is a recognized principle that all good commercial laws that are destined to live and stand the test of usage must be based upon sound moral laws.

We have no apology to offer, nor need we advocate the justness of the one price principle on all standard and staple merchandise, as it has stood the test of time before and since the purchasing of "Corn in Egypt."

The fundamental principle of the one price system is based upon the law of equity and fair dealing. To quote one price to one customer and another price to another on the same article or to ask "what are you willing to give" has always been regarded as the methods that are adopted by impostors and men who are unworthy of public confidence and who should not be engaged in the retail trade. The one price system is recognized by the Dominion Government as being the right and fair principle when they adopt their schedule for the governing of the custom tariffs, and when they place a certain percentage of duty on any given article, that is the absolute percentage until such time as it may be altered. The same principle applies to postage stamps, the price is marked plainly upon their face, and all who buy at retail pay the same price, and those who sell are compelled to maintain that price or lose their stamp agency. The Provincial Governments also adopt the same principle. Issuers of Marriage Licenses have all to sell at the same price, and if they resort to "price cutting" or to rebating their profits they will lose their appointments. The daily press in nearly every city in the world have also recognized the absolute fairness of the one price system and they therefore place a retail value on their publications and print the same in plain figures so that the public will know exactly what they have to pay. In this manner all are treated alike and public confidence is established which could not be done otherwise. If the one price system is therefore a fair and equitable system why should it not be adopted generally on all staple and standard lines of merchandise?

By its adoption, order would be brought out of chaos, the vicious price cutting system of competition would be supplanted by a system of competition in excellence, and the deceptive bargain counter would be prevented from gambling in staple articles and using them as decoys to sell other lines of which they get absolute control. The retail selling of merchandise is one of the most important features of commerce, but unfortunately it has degenerated into one of the most unprofitable ones.

Take away the retail stores from the Cities and Towns of Canada and you have destroyed the Cities and Towns of Canada. They are the public warehouses, placed in various locations most conveniently situated for the benefit of the public. In them merchandise is gathered from all parts of the world, they carry the great bulk of all the manufactured products on which they pay the labor, raw material, duty, taxes, rent, insurance, clerk hire and profits of the manufacturer. They are limited in their sphere of selling to the community in which they are located, they are open at all hours and ready at all times to serve the public. If they wish to hold their trade they must take an order for a spool of thread, wrap it up, charge it, and if necessary deliver it to the home of their customer. The same thing applies with the milk dealer who is asked by telephone to deliver half a pint of fresh milk for a sick child or the butcher to deliver late in the evening a supper for poor "Fido" which has been forgotten, or the grocer to send over one pound of sugar and charge it as they had forgotten to order twenty eight pounds for one dollar when they were placing their order with the department store that morning, or the druggist who is awakened at three o'clock in the morning to prepare some prescription which they must have at once to save a life or which otherwise might have gone down to a "department store" the proprietor of which may not know flour from rat poison, but who according to the present joint stock companies act is allowed to control a drug department. Retail stores are conducted mostly by men who have

lived for years in the one locality, and who have their all invested there and who have devoted their lives to their business. They are known, and they know nearly all the conditions in the locality. They aid the strikers and the unfortunates when they are out of work, they are asked to contribute to all sorts of charitable purposes, and most of them are officers in benevolent societies or they are leading church members. Their profits are small as is evidenced by the fact that very few ever retire except by the aid of the bailiff or by death. If they ask sufficient profit to give them a fair yearly salary after paying their expenses, they are subjected to losing their reputations and being accused with being "over chargers."

For instance if they sell six bars of soap for twenty five cents, wrap it up and deliver it and make the handsome profit of one cent they are told by their customers that they are selling too dear, that they can buy eight bars of the same soap in a "department store" for the same price, and upon investigation it is found that the department store pays the same price to the manufacturer as the retail grocer does only the department store uses that line as a decoy, to draw customers and obtain from them enormous profits on other lines. Can this be called a fair system of doing business? Should the reputation and character of the retail grocer be scoffed at and blackened because a gluttonous proprietor has devised through enormous capital—which they claim in the Court of revision is borrowed from the banks—and which they manipulate in a juggling manner so that they can advertise staple and standard articles as being worth a certain price but which they are selling for a certain price? If staple and standard soaps that are worth a given price every where all the year round, are selling in a department store on Thursday for a given price, is there any reason why they should drop on Friday and be worth less. Is it not evident that the customers who purchased on Thursday were cheated? Are we to wink at these schemes and call them clever business, or are those who desire to elevate the moral standard of the commerce of this country to arise and protest



against this gambling and unfair system.

If trade cannot be done fairly and decently over the retail counters of Canada then a proclamation had better be issued to turn our churches into police stations and our pastors into policemen. This may seem to be strong language, but is it not true? Retail Merchants who have their names placed over their doors and who are attempting to live fair and honorable lives are not going to be subjected to the humiliating accusation of overcharging their customers when their customers compare the regular price of a well known article purchased from them, with the price quoted on these speculative "Bargain Days".

We know that the remedy lies in the manufacturers hands, they are the persons who must apply it, and the retail trade of Canada from one end to the other is waiting patiently for its application. It is the enforcement of the one price system. Canadian Manufacturers should fix the retail prices of their staple products and insist on their strict observance, and with this system, a higher class of goods will appear on the market, and there will be less substitution. Canadian goods would then get the preference and "made in Canada" would mean something, whereas now when "made in Canada" goods are slaughtered on the counters of all the price cutters and department stores of the land, the term is only a meaningless sentiment, which implies that the Canadian Manufacturer has secured his profit when he has loaded up the poor retailer, but the poor retailer can sell them at a loss or be subjected to the price cutting devices and schemes of an unprincipled system.

The time has arrived when the Retail Merchant is doing his own thinking, we have the power and we intend to use it, and while the road may be somewhat difficult at first, we must succeed, as our demands are fair ones and the principle of the one price system is based upon equity and justice, and the remedy is absolutely legal.

Every Manufacturer in all lines will shortly be called upon to declare himself as to which side he desires to be on, the side of "the one price system" or on the side of "the price demoralizer".

Members be ready when you are wanted. Manufacturers think this over carefully you have the remedy.

We want you to apply it, and we shall be pleased to show you copies of the legal Contract forms that are used by those Manufacturers who have already adopted it and which is working so successfully.

### EGG-O-SEE

The retailer realizes to-day that the Cereal department is one of the most staple and important of his business. He also realizes that it is his duty to see that he gives to his customers the very best product he can buy.

Another very important factor is his PROFIT. The EGG-O-SEE CO. gives him not only the HIGHEST GRADE OF CEREAL FOOD IN THE WORLD, but allows him a profit that will enable him to look well after this line of his business. In selling EGG-O-SEE to his trade he gives them QUALITY, not premiums, and he always knows the price will be the same whether he buys the goods in July or January.

Another very important fact is that the retailer receives from six to nine packages more in weight to the case than he does in the cheaper and more inferior quality of cereals.

EGG-O-SEE stands in a class by itself. It has that flavor and crispness that no other cereals possess. EGG-O-SEE comes to the consumer hermetically sealed, thereby retaining its crispness indefinitely. There is more EGG-O-SEE sold than all other like cereals combined. The retailer can in best interest to his customers and himself buy EGG-O-SEE and cut out a number of like cereals of inferior quality.

### THE GATE CITY FILTER.

Amongst the newer claimants for recognition in the way of water filters is "The Gate City Filter," which combines all the good qualities of other filters, besides having some new features of excellence. It embodies the essential features of perfect filtration, ease of cleaning and moderate cost. Its value and popularity are proven by the fact that nearly half a million are now in use in the United States and Canada. It is endorsed by many physicians, who say that it is the only filter that effectually removes from water the disease germs of typhoid fever, diphtheria and other diseases. The reason for its efficiency is found in the disc of natural porous stone which is the filtering medium, and which arrests all impurities of whatever kind on its surface, from which the accumulation can be easily removed without taking the filter apart. Dr J. G. Pierson, of New-York city, says: "The more nearly we came to imitating nature the better the results. The plan and action of the Gate City Filter is true to nature, and nothing higher in the way of commendation could be said for it." We call attention to the advertisement of this filter on another page. The Canadian Office of Gate Filter Company is situated at 4 to 8 Gould Street, Toronto.

### CHARS-DORTOIRS-TOURISTES

En inaugurant un service de Chars-Dortoirs pour touristes, entre l'Atlantique et le Pacifique, le chemin de fer Pacifique Canadien remplissait une lacune qui se faisait sentir depuis déjà longtemps, d'ailleurs le succès de l'entreprise en prouve bien toute la popularité.

Dès le début du Pacifique, l'on prévoyait déjà qu'il viendrait un temps où il faudrait pourvoir un service amélioré pour des voyageurs de seconde de longues routes.

Des chars-dortoirs-touristes circulent maintenant sur le Pacifique Canadien comme suit :—

Pour Vancouver. — Partant de Montréal les dimanches, lundis et jeudis. De Toronto : mardis, mercredis, vendredis, samedis.

Pour Chicago.—Tous les mardis.

Comme on le peut bien dire pour toutes les constructions qui émanent du Pacifique Canadien, le Char-Dortoir-Touriste est un modèle de son genre ; sa construction solide lui évite ces oscillations souvent désagréables aux voyageurs, et que l'on éprouve presque invariablement dans des chars à construction plus légère.

La Compagnie ne s'est arrêtée à aucune considération pour introduire dans ces chars nouveaux, et pour le plus grand confort de ses clients, toutes les améliorations que l'expérience et le génie ont pu inventer jusqu'ici, et en ceci ils ont donné la preuve qu'en plein Montréal on peut construire des wagons comme on ne saurait en faire de meilleurs ailleurs.

L'idée du Char-Dortoir-Touriste est de fournir, aux voyageurs de seconde, un char dortoir ayant tout le confort et beaucoup du luxe des Chars-Dortoirs-Palais à un minimum de dépenses.

Il ne faut pas conclure que le service est inférieur parce que les porteurs de billets de seconde y ont accès, il faut voir le départ de l'un de ces chars de la gare Windsor pour se convaincre du contraire. Ils contiennent toujours un élément de voyageurs de classe décidément supérieure, mais pour qui l'économie est une considération,

De larges vestibules, un système d'éclairage moderne, un poêle de cuisine amélioré (range) sur lequel on peut faire sa cuisine tout comme à la maison, des tables à manger, des réfrigérants pour les provisions, chambres de toilette séparées pour dames et messieurs, avec miroirs, brosses, peignes et tout l'accoutrement d'une chambre bien aménagée, enfin l'intérieur en tout semblable au Char-Palais dans ses dispositions générales et son fini, en sont les points saillants.

En outre, ces chars contiennent 28 sièges doubles, lesquels sont transformés en 28 lits, dont 14 du bas et 14 du haut, et chacun capable d'accueillir confortablement deux personnes.

L'on ne saurait bien comprendre l'avantage de ces chars sans en avoir fait l'expérience, mais l'on peut s'en faire une idée en se portant par la pensée à un voyage de Montréal à Winnipeg par exemple, voyage de 1,422 milles, qui se parcourt en 48 heures. Pour le modique supplément de \$4.00 l'on peut se procurer un lit double dans un de ces Chars-Touristes partant de Montréal. Beaucoup de ceux qui ont fait le voyage ont dit être arrivés à destination sans avoir éprouvé de fatigue.

Il nous plaît d'attirer l'attention de nos lecteurs sur le Char-Dortoir-Touriste, pour l'innovation duquel, dans ce pays, nous sommes redevables au C. P. R.



## LES PHARMACIENS DETAIL- LEURS BANQUETTENT. — TRAVAIL EFFICACE.

Jeudi soir, le 15 février dernier, a eu lieu dans les salles de l'Association des Marchands-Détailleurs du Canada, No. 88 rue St. Denis, un dîner qui a réuni environ quarante des principaux pharmaciens de Montréal.

Aux côtés du Présieut, Mons. Jos. Contant, se trouvaient MM. J. A. Beaudry, Secrétaire Provincial pour la province de Québec de l'Association des Marchands-Détailleurs du Canada, Geo. Gibbard, pharmacien de Toronto et rédacteur du "Canadian Pharmaceutical Journal." Parmi les autres personnes présentes, nous avons remarqué MM. J. Gadbois, A. M. Brunette, H. Lanctot, J. E. W. Lecours, Dr. Laviolette, J. E. Tremble, U. Beaudry, J. G. A. Filion, J. Archambeault, A. B. Scarff, D. Sharpe, O. W. Dowler, H. Stonés, F. L. Woolley, J. H. Goulden, John Weinfeld, M. Albert, C. L. Nicholls, Paul Leduc, W. Chapman, E. Vadeboncoeur, etc, etc.

M. Gibbard était venu de Toronto pour représenter le Comité Provincial de la province d'Ontario au banquet des manufacturiers de médecines patentées et avait accepté d'être présent à la réunion des Pharmaciens Détailleurs de Montréal. Comme Mons. Gibbard devait repartir le même soir pour Toronto, le président l'invita le premier à adresser la parole à ses confrères de Montréal. M. Gibbard fit un court résumé des avantages qu'a obtenus la société des Pharmaciens d'Ontario en s'affiliant à l'Association des Marchands Détailleurs du Canada, Inc.

L'adoption du système de l'Uniformité des Prix est le travail de l'Association, et c'est grâce à elle si ce système peut être maintenu en vigueur. Il démontra ensuite que cette mesure était profitable à tout le monde : au manufacturier qui n'a plus à lutter contre la concurrence du pharmacien en détail qui se voit maintenant, par suite de la concurrence qui lui est faite, dans l'obligation de fabriquer lui-même des médecines. Le pharmacien lui-même en retirera beaucoup de bénéfices et le public se trouverait protégé par une telle mesure.

Les remarques de Mr. Gibbard

ont semblé être appréciées, et le Secrétaire Provincial, Mr. J. A. Beaudry, lui succéda et développa les remarques faites par son prédécesseur. Il déclara aussi que seize des principaux manufacturiers d'articles pharmaceutiques avaient déjà adopté ce système de l'Uniformité des Prix et que 23 requêtes étaient actuellement à être signées par tous les pharmaciens détaillleurs où l'Association est organisée, c'est-à-dire les provinces de Québec, d'Ontario, du Manitoba, Saskatchewan et d'Alberta. Tous les pharmaciens présents se sont empressés de signer cette requête.

Mons. J. A. Beaudry a également fait l'exposé de la manière dont les taxes d'affaires et municipales sont réparties dans la province de Québec et principalement les taxes d'eau dans la ville de Montréal. Ces questions sont de la plus haute importance pour le commerce de détail, et si l'on prend en considération les chiffres exposés, il est facile de se rendre compte que cette répartition est loin de rendre justice au commerce en général et principalement au commerce de détail.

MM. J. E. Tremble et W. H. Chapman ont aussi fait plusieurs remarques tout-à-fait à point sur les conditions présentes du commerce de pharmacie.

Mr. Jos. Contant déclara que le travail entrepris par l'Association rapporterait certainement de grands bénéfices à tous ses membres et que c'est à peu près la seule chose pratique à faire dans les circonstances. Il engagea tous les membres à se donner la main, non seulement pour aider à faire adopter ce système, mais aussi pour faire la propagande nécessaire pour augmenter le nombre des membres.

On procéda ensuite à la nomination d'un délégué pour représenter la société des Pharmaciens sur le Comité Provincial de la province de Québec. Mr. J. E. W. Lecours a été choisi à l'unanimité en premier lieu, mais ayant décliné l'honneur avec sa modestie ordinaire, il suggéra que le président, Mr. Jos. Contant, était l'homme compétent pour la position. Chacun ayant concouru dans cette nomination, Mr. Jos. Contant fut donc élu par acclamation.

Ainsi se termina une des meilleures assemblées que les pharmaciens aient jamais eues à enregistrer dans leurs annales.

## LES MARCHANDS TAIL- LEURS

Une assemblée d'organisation de la section des Marchands Tailleurs de la ville de Montréal a eu lieu dans les salles de l'Association des Marchands Détailleurs du Canada, Incorporée, No. 88 rue St. Denis, sous la présidence de M. Ulric Dubreuil.

Les membres suivants ont été admis membres de l'Association et à faire partie de la section des Marchands Tailleurs :

MM. C. Martel, R. Charlebois, Bastien & Brunelle, Ls. Duhamel, A. Séguin, E. Vandandaigue, Eug. Desmaisons, J. N. Melançon, L. N. Pagenais, M. Mépineau, Art. Ritichot, J. Caron, J. C. E. Hubert, J. M. Beauchamp, F. X. Lenoir, J. M. Lefebvre, A. C. Léger, Descent & Brisebois, F. Borduas, DuFort & Major, H. Berthelette, A. Leclair, Michel Boire, U. Dubreuil, F. Moretti, L. C. DeTonnancour, L. P. Barrette, A. H. Beaulieu, L. A. Blanchet, A. Gauthier, J. H. Lebrun, St. Germain & Dragon, Jos. St. Georges, A. D. Archambeault, G. A. Lamontagne, Oscar Maillet, F. A. Langlois, E. Lapalme, A. A. Ranger, Victor Lamoureux, J. Manolson, J. E. Demers, E. S. Lamothe, A. E. Bastien, Leclair & Cie., Vaillancourt & Cie., L. Perrault, E. Meunier, Art. Gauvreau, S. O. Fiset, Henri Dubord, J. D. Soucy, J. B. Dupont, C. O. Gravel, Alph. Rom-bache, A. P. B. Hogue, etc.

Après avoir entendu les remarques faites par le secrétaire provincial, J. A. Beaudry, tous les membres présents décidèrent à l'unanimité qu'il était réellement avantageux pour les Marchands Tailleurs de faire partie de l'Association des Marchands Détailleurs du Canada, incorporée.

On procéda ensuite à l'élection des officiers qui donna le résultat suivant :

Président : U. Dubreuil ; 1er vice-président, F. Moretti ; 2ième vice-président, J. L. Soucy ; trésorier, J. B. Dupont ; secrétaire, Henri Dubord ; auditeur, J. Caron.

Après avoir procédé à l'installation des officiers qui exprimèrent leur satisfaction pour l'honneur qu'on leur avait fait, chacun se dispersa enchanté du travail efficace de l'Association des Marchands Détailleurs du Canada, incorporée.

# FERROL

AT ALL  
**Wholesalers**  
OR



The  
**Ferrol**  
**Company**  
Limited,  
**TORONTO.**

The original and only emulsion of **Cod Liver Oil** (the whole oil) **Iron** and **Phosphorus**.

FERROL is not only an exceptionally fine emulsion of Cod Liver Oil, but it combines Iron with the Oil and that is just what all other emulsions lack and without which no emulsion is perfect.

This combination of Iron and Oil has perfectly solved what has always been a most difficult problem, viz: how to successfully administer Iron.

FERROL is "gilt edged" stock to carry. **Physicians prescribe** and **endorse** it, hospitals and sanitariums use it and it satisfies and pleases the customer.

Every bottle of Ferrol is guaranteed and the druggist runs no risk in selling and recommending it.

FERROL is a high class preparation and should be prominently displayed in every "up-to-date" drug store.







# DRUG SECTION.



## TORONTO BRANCH.

### A very Entertaining Debate.

The regular monthly meeting of the Drug Section of the Toronto Branch was held in the Board Room on Thursday afternoon, March 1st. There was a very large attendance with the chairman, Mr. Geo. M. Petrie, presiding.

A most interesting feature of the meeting was a debate, "Resolved that the proprietor benefits more by the Contract Plan method of marketing his preparations than does the Wholesaler or Retailer to which in a large measure was due the unusually increased attendance. It is the intention to continue these debates month by month, which it is expected will be of very great interest.

### Reports of Committees.

Mr. W. J. A. Carnahan made a report on behalf of the Trade Improvement Committee. The committee had secured quotations for the manufacture of certain preparations that the Drug Section were proposing to have put up according to formulae owned by them, which quotations they submitted to the meetings. The report was received and discussed, and the suggestion was made by Mr J. Curry, that these and other remedies to be prepared under the same auspices be called the T. R. D. Remedies, that is, Toronto Retail Druggists' Remedies. The suggestion was considered by nearly all present as a good one, but some thought that it would be better to leave off the word Toronto. This point was referred to the committee for their consideration.

Mr. John Hargreaves, chairman of the Contract Plan Committee, reported the proprietary manufacturers who since last meeting had decided to adopt the Contract Plan.

A discussion took place upon this report, in the course of which Mr. G. R. Gibbard, Mr. Curry and others expressed the opinion strongly, that although the Retail trade would do what lay in their power to push the sale of articles of merit manufactured by those proprietors who came in on the Contract Plan, this did not at all relieve the proprietors from their responsibility of advertising.

### Dominion Legislation.

Mr. Gibbard called attention to certain measures that he had been informed the proprietors intended to take in the matter of proposed Dominion legislation with regard to proprietary medicines. The subject was up for discussion at the recent annual meeting of the proprietary. Articles Trade Association held at Montreal, one result of which would probably be the issuing of a circular by the Proprietors to the retail

Druggists asking for their assistance in preventing what they considered would be disadvantageous legislation. He did not know what form this circular would take, but he thought that it would be well for the retail trade to act in unison. It was not likely that there would be any legislation this year, but it is recognized by all interested that the Dominion Government is going to do something in the matter, and it is most probable that at the approaching session of Parliament at Ottawa a Commission will be appointed to enquire fully into the question, so that legislation will take place the following year. It was probable that a leading feature of the proposed legislation would be the registration of the formulae of all proprietary medicines. The object the government has in view is the protection of the general public.

Quite a lengthy discussion ensued, the general opinion being that although the projected legislation would no doubt especially affect the manufacturers of proprietary medicines, still it would be advisable that the retail trade should make themselves heard in any legislation that was enacted. Mr. J. A. Austin expressed the opinion that if the law were made to compel the registration of all formulae many retail druggists who put up a large number of articles for their own customers would be put to great expense for fees of registration. He thought that there should be a distinction made between the retail druggists and the proprietors who put up preparations for sale to the general public.

He therefore moved, seconded by Mr. Hargreaves, and carried unanimously. "That when the circular from the Proprietors is received the chairman of this Section be instructed to call a general meeting of all the retail druggists of Toronto to take the matter into consideration with a view to drafting a reply to the circular; and that in the meantime the Dominion Committee be requested to communicate with all the Druggists' Sections in the Dominion so as to secure united action."

### Exchanges.

Mr. John Hargreaves brought up the matter of the exchange and return of Rubber Goods. Many people, he said bought water bags and after once using returned them as being faulty and in a leaky condition. He thought some action should be taken to secure an arrangement with the manufacturers by which the retailer could return or exchange these goods.

A member present suggested that the retailer had the remedy largely in his own hands by refusing to handle cheap inferior goods, where this trouble mostly occurred. Mr.

Hargreaves said he did not have very much trouble himself in this matter but he thought possibly some retailers had. The matter then dropped.

### The Debate.

The subject for the Debate was: "Resolved that the proprietor benefits more by the Contract Plan method of marketing his preparations than does the wholesaler or retailer."

The affirmative was supported by Messrs. John Hargreaves and G. E. Gibbard, and the negative by Messrs J. A. Austin and T. N. Sampson.

Mr. Hargreaves opened by expressing the opinion that the question was one that really required very little discussion, (laughter) for that the proprietor receives more benefit from the Contract Plan than the retailer is quite self-evident.

He laid it down as a first principle that in order to succeed the manufacturer must advertise his goods. There are in Canada twenty-four hundred retail druggists, every one of whom is only too anxious to supply the demand created by the proprietor whose goods are sold on the Contract Plan and who advertises them properly; twenty-four hundred dealers who go conscientiously and intelligently to work to recommend his goods; twenty-four hundred talking advertisement or employees who do his work and whom he does not pay; twenty-four hundred advertising spaces that cost him nothing. These are advantages that the retailer does not have.

Through the retailer the proprietor who agrees to set the prices at which his goods must be sold to the consumer has access to every trade channel throughout the country, while the retail druggist must create his own channels for trade solely by his own efforts in competing against his neighbor.

The Contract Plan curtails imitation of reputable articles, because there is little inducement for the retailers, when thus fairly treated by the proprietors, to handle goods that are imitations. In this way the retailers may even lose money by refusing to sell any but the reputable article.

The speaker cited a number of cases where the Contract Plan had very greatly increased the sale of certain proprietary articles, which gave an advantage to the manufacturers of these articles that far outweighed any advantages to the retail trade.

The Contract Plan induces the retailer to buy more largely, because he has confidence that he will not be undersold by cut rate dealers. In this way he may even go beyond the bounds of prudence if wholesalers or manufacturers' travelers are pushing men (laughter). The output of the proprietor on the Contract Plan



The healthy growth of this Company may be seen by a comparison of the following figures for decennial periods :

Year	Payment to policy-holders	Assets	Surplus	Assurance in Force
1874	\$ 5,854	\$ 33,721	\$ 4,293	\$ 856,500
1884	66,073	652,661	47,223	7,835,900
1894	301,681	2,866,559	277,647	18,767,698
1904	524,615	8,220,530	772,072	40,476,490

Extract from the President's Annual Address, march 2, 1905,

The indications are that the present year will be the best in the history of the Company.

ROBERT MELVIN, President.      GEO. WEGENAST, Manager.  
W. H. RIDDELL, Secretary.  
WATERLOO . . . . . ONTARIO.

## The Toronto Pharmacal Co. Limited,



WHOLESALE

## Manufacturing Pharmacists - -



Our new Illustrated Catalogue is now ready and we will be glad to forward copies on application.

## Gate City Natural Stone Water Filter and Cooler

Particularly adapted for House, Hospitals, Institutions, Office and Factory Use. Is the most reliable and perfect germ-proof Filter in the world. The medium is a **natural stone** and **impurities** never **penetrate** it, but lie on the surface. Internally the stone remains as pure and white after years of use as when taken from the mine.

All drug stores should carry a sample or two. This is positively the first time this Filter has ever been offered to the Canadian trade, Druggists in U. S. are making big money handling them. Be the first in your town and get the preference.

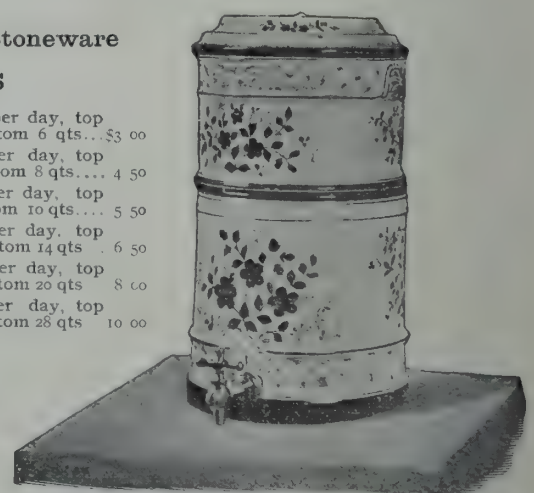


In Fine Glazed Stoneware

### PRICES

- No. 6. Filters 2½ gals. per day, top holds 4 qts., bottom 6 qts. . . \$3 00
- No. 7. Filters 4 gals. per day, top holds 6 qts., bottom 8 qts. . . 4 50
- No. 8. Filters 7 gals. per day, top holds 8 qts., bottom 10 qts. . . 5 50
- No. 9. Filters 10 gals. per day, top holds 11 qts., bottom 14 qts. . 6 50
- No. 10. Filters 13 gals. per day, top holds 16 qts., bottom 20 qts. . 8 00
- No. 12. Filters 17 gals. per day, top holds 24 qts., bottom 28 qts. . 10 00

PLAIN OR  
DECORATED  
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Price on Application.

You should use a filter in your dispensary and it would serve as a sample.

Send for illustrated literature and confidential price list and terms to the trade.

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must therefore be very much larger than the output of the proprietor not on the contract plan. The retailer certainly reaps a corresponding advantage but to a very much less degree.

By the contract plan the goods of the proprietor are scattered broadcast throughout the country on the shelves of all the twenty-four hundred retailers, and thus kept constantly before the whole public, just where the proprietor wants them, whereas without the contract plan these same goods are handled in large quantities by cut rate sellers in large centres of population, and they reach the customer of the Retail Druggists of the smaller town by mail and this discourages the Druggists from carrying large stocks.

The proprietor should thus consider it a great privilege for the retailer to handle his goods without expense to him.

With the advantages so greatly in favor of the proprietor he could not see why so many of them hesitated or declined to adopt the Contract Plan, and continued to sell to the cut rate dealers, who were the great disturbers in all lines of the Retail trade. He might even call them parasites (laughter). Through the energy and work of the retailers the proprietors become millionaires, but whoever heard of a retail druggist becoming a millionaire? (Laughter and applause).

In opening for the negative Mr. Austin said that he has often wondered how it was that the first speaker, who was chairman of the Contract Plan Committee of the Drug Section of the Toronto Branch had been instrumental in inducing so many of the proprietors to adopt the Contract Plan or one Price System. He had to admit that the arguments of the able chairman had quite mystified him, and it might be that the same influence had been exercised upon the proprietors. (laughter). They had heard of transcendentalism in metaphysics, which he always understood meant mystification. If this were so then the first speaker had made a thorough science of transcendentalism. (Renewed laughter). In the interests of the retail trade the affirmative certainly ought to win on this question, and he congratulated his opponent upon the able manner in which he had placed his side of the case before the meeting.

There was another side however to the question, and he was bound to endeavor to show that although the Contract Plan was of mutual benefit to the proprietor and to the retailer, still the retailer had a good deal the greater advantage. Many of the Proprietors were evidently of this opinion, since quite a number of them had not yet entered into the proposed agreement.

The speaker cited a few cases where it is claimed the Contract Plan had not come up to the anticipation of the manufacturer in increasing the sale of proprietary articles, and although he admitted that in the great majority of cases the manufac-

turers had still adhered to the Contract Plan they did so because of other advantages they considered they reaped. Although in many cases there has been an increase of sales under the Contract Plan, yet this increase has no doubt been in part owing to the extra effort given by the retailers, still the increased advertising done by the Proprietors has been the greater cause, and the retailers have reaped advantage from this advertising without contributing a dollar towards it; so that here the retailer is by far the greater gainer. The retailer stands to win every time, whether the manufacturer gains corresponding advantages or not.

The Contract Plan had created a much better feeling amongst the retailers, as was quite evident in the good fellowship amongst those present, but there was no sign that the proprietors had become any more like brothers to one another on account of it. (laughter).

There was another good result of the Contract Plan that was felt by the retail druggists, and in which the proprietors did not share at all. There are now so many things sold on the Contract Plan, that the general public are beginning to be willing to pay the full price for many classes of goods not on the Contract Plan. That is, so far as the drug business is concerned people are getting out of the habit of bargain hunting (laughter). The price cutters have had their main prop partly cut away from under them, which is of incalculably more benefit to the legitimate retailer than to the proprietor.

Mr. Gibbard in rising said that his leader had so completely covered the ground that there was very little left for him to say, but there were some points he would call attention to. The retail druggists have perhaps been the great cause of the agitation against patent medicines, because they felt that the proprietors in departing from the old one price system in operation years ago and selling to the price cutters, were doing the legitimate retailers a great injustice. The druggists therefore in self defence had endeavored to build up the prescription branch of their business at the expense of the proprietary remedies. The Contract Plan did away with then hostility of the retail trade, which was of much greater benefit to the proprietors than to the retailers.

The drug business has come to that condition that the proprietor is very largely at the mercy of the retailer, and in the Contract Plan the proprietor has the advantage of gaining the friendship of the retailer without giving the retailer any corresponding advantage.

Mr. Simpson expressed astonishment that after hearing the able arguments of the leader of the affirmative the proprietors were not actually tumbling over each other in their anxiety to sign the Contract Plan agreements. (Loud laughter and applause). This speaker treated the question mainly from a mo-

netary standpoint. He wanted to know how it could be of any great advantage to the proprietor to adopt the Contract Plan when it simply turned his business away from the price cutters and diverted it into the hands of the retailers. The advantages in such cases are all reaped by the retailer. The position of the retailer under the old plan was a very unfortunate one, but the very opposite under the Contract Plan. The fact that some of the proprietors had not yet been able to come to a conclusion as to whether they should stand in with the "cutters" or in with the legitimate trade and place their goods on the Contract Plan is evidence that they cannot as yet see that the advantages to them are as great as to the retailers. In every way we look at the Contract Plan the Retailer gains more than the Proprietor.

In reply Mr. Hargreaves said that the gentlemen on the negative side did not seem to properly understand the question. They had been all along talking about profits, as though it was altogether a matter of dollars and cents. The subject under discussion was not about "profits", but about "benefits", and surely there is a very great amount of benefit in "glory". (Laughter). The affirmative had fully shown that as far as "profits", were concerned the benefits were more largely to the proprietors than to the retailers, and when to these were added moral advantages the negative had nothing whatever to stand upon.

The debate was good natured throughout and much enjoyed, and upon a vote being taken as to which side had the better of the argument the result was a tie. In giving his casting vote in favor of the affirmative the chairman said that he had great difficulty in deciding which side had brought forward the stronger arguments. A hearty vote of thanks was given to the debaters.

### Extension Work.

The Dominion Secretary stated that on his recent trip to Manitoba he had the pleasure of meeting the Retail Druggists of Winnipeg in their college building in that city on Saturday afternoon, February 17th and that he had secured as members of the Association nearly all the retail druggists of Winnipeg. They expressed themselves as very much pleased with the way in which the work is carried on and have consented to allow the Contract Plan Committee to represent them also, so that new this committee has authority to represent the druggists from New Brunswick to the Rocky Mountains, and can be called the Dominion Contract Plan Committee. The conditions affecting the retail drug trade are precisely the same in Manitoba and the North West Provinces as in Ontario and Quebec. It is fully expected that the rest of the Provinces of Canada will fall into line before the year is out.

The meeting then adjourned.

# ? Why?

How has Canada Flakes attained its large sale in such a short period? Full value in every package combined with judicious advertising.

Why do the wholesale trade and the retail trade both join heartily in stating that Canada Flakes is now the Leading Cereal?? They are in the best position to know.

Every merchant pushes Canada Flakes, because he feels his customers receive the fullest value.



**Peterborough Cereal  
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## Talk Quality— Sell Quality— and get the Bigger Profit

**T**HERE is no trade anywhere that can't be induced to pay a little more and get a lot better in quality—that's been proved by every specialty a grocer sells. When it's a specialty he sells only once in a while, the **quality** argument is the only one that need count with either grocer or housewife, and that's one big reason why Brantford Prepared Cornstarch makes the hit it does make with every grocer who gives it half a chance.

Nobody ever made better cornstarch—in looks, in flavor, in smooth consistency, or in real outright purity and **quality**. No lumps in it, because we make it by a special and peculiar process.

Handsome, showy package, full weight, honest value for the price.

What more ought it to be to get it into **your** store?

**The quality is in  
BRANTFORD  
Prepared Corn Starch**

Made right  
Packed right  
Pushed right

**The Brantford  
Starch Works,  
Limited,  
Brantford, Ont.**





# GROCERS' SECTION.



## TORONTO BRANCH.

The regular monthly meeting of the Retail Grocers' Section of the Toronto Branch was held in the Board Room on Monday evening, the 26th of February, at 8 o'clock. There was a good attendance of members, with the chairman of the Section, Mr. M. Moyer, presiding.

Mr. W. Niermeyer representing Messrs. G. F. Sutton Sons & Co., London, England, who was visiting Toronto requested the meeting to allow him to make a few remarks.

Mr. W. Niermeyer was allowed permission to address the meeting.

Mr. Niermeyer stated that he was very favorably impressed with the idea of the Contract-Plan, which had been very fully explained to him by the Secretary of the Association, and that when he returned home to London he would be only too pleased to recommend his firm to take the matter under consideration with a view to adopting it. He however pointed out that the great variations in freight rates to the different parts of Canada might put some difficulties in the way. It might thus be necessary to make different prices for different cities and towns. But no doubt this difficulty could be overcome. Mr. Niermeyer also laid before the meeting some matters of interest to the retail grocery trade, which brought out considerable discussion.

## Fruit Inspector.

Mr. George Good reported that the committee appointed to endeavor to secure the appointment of a Fruit Inspector for the city of Toronto had an interview with the Board of Control, accompanied by Messrs. McNeill and Carey, Dominion Government officials, and had met with a good reception, and a committee of the Board of Control had been appointed to consider the matter, but nothing more appears to have been done, since the committee has received no notice as yet to confer with the Board of Control Committee. Secretary Higgins referred to the report circulated in the Press to the effect that Dr. Sheard had reported against the proposed appointment on the ground that the city already had the necessary machinery for the purpose. The members present thought Dr. Sheard was not sufficiently informed on the subject, and a committee composed of the chairman, the Secretary and the General Secretary was appointed to interview Dr. Sheard.

## Niagara Falls Convention.

The delegates who recently attended the Convention at Niagara Falls of the Retail Grocer's Association of the United States made their re-

port. They spoke very highly of the exceedingly hearty reception they received from the representatives of the American Grocers' Association. They were invited to address the convention and had a good time socially as well. Canadians had a good deal to learn in many ways from American methods, but that in some things we had the advantage. Mr. Higgins and Mr. Trowern also told of their experiences, the latter expressing the decided opinion that in an Association combining all sections of the retail trade Canadians had discovered a source of effective influence and power that the Americans with their separate organizations for each branch of business did not possess. The delegates received a vote of thanks and their report was received.

## SUCCURSALE DE MONTRÉAL SECTION DES ÉPICIERIS.

**Le transport des licences.** — L'uniformité des prix de vente des marchandises de marque. — **La guerre aux prix réduits.** — **La limitation du nombre des licences.** — **Le pique-nique annuel.**

Une importante assemblée de la section des Epiciers—Association des Marchands-Détailleurs du Canada—avait lieu, jeudi soir le 1er mars 1906, sous la présidence de M. P. Daoust.

Au début de la séance, le secrétaire, M. Beaudry, fait un rapport verbal du résultat de la délégation envoyée à Québec dans la deuxième semaine de février à propos de la question du transport des licences. Cette délégation a obtenu pleine satisfaction de l'hon. M. McCorkill, trésorier provincial. Les licences à combinaison vont être abolies et il y aura, à partir du 1er mai prochain des licences spéciales pour le gros et pour le détail. Le bill établissant cette réforme sera présenté dans le courant de la semaine prochaine.

Le coût du transport des licences sera à l'avenir de \$100 uniformément.

Le secrétaire expose ensuite un projet de l'Association des Marchands-Détailleurs ayant pour but d'abolir la réduction des prix de vente des produits couverts par une marque de commerce.

Il s'agit de faire signer aux manufacturiers un contrat en vertu duquel ils s'engagent à veiller à ce que leurs marchandises soient

toujours et partout vendues à un prix uniforme pour le gros et le détail.

Les détailliers vendant leurs produits à prix réduits seraient alors passibles de poursuites devant les tribunaux.

On fait observer, à l'appui de cette réforme que les réductions faites sur certains articles bien connus par les magasins à rayons sont tout à fait désavantageuses non seulement pour les détailliers mais encore pour les manufacturiers eux-mêmes et pour le public. On se sert souvent, paraît-il, de ces réductions comme d'un appât pour attirer la foule et écouler un produit de qualité inférieure que l'on donne comme supérieure.

En conséquence les membres de l'Association des Epiciers sont invités à signer des pétitions demandant à neuf compagnies manufacturières de vouloir bien adopter le système de l'uniformité des prix.

Ces neuf manufactures sont les suivantes : Sunlight Soap Co., Surprise Soap Co., Eclipse Soap Co., Edwardsburg Starch Co., Christie & Co., Modern Bakery, Baking Powder Co., Pure Gold Jelly Manufacturing Co., Gillett & Co.

Des pétitions de ce genre circulent dans les cinq provinces où l'Association a des succursales et seront présentées peu à peu à tous les grands manufacturiers.

Après discussion et adoption de ce projet, on passe à la requête de l'Association des Commis Epiciers qui sollicitent le concours de l'Association des Epiciers pour obtenir l'abrogation de la législation limitant le nombre des licences.

La majorité des épiciers se prononcent pour le maintien de la limitation et estiment qu'il n'y a pas lieu d'appuyer la requête des commis.

La séance se termine par une discussion ayant pour objet l'organisation du pique-nique annuel.

L'Association doit-elle, comme par le passé, organiser un pique-nique spécial ? Doit-elle, au contraire, se joindre à deux ou trois autres des sections faisant partie de l'Association.

Un comité spécial composé d'une quinzaine de membres désignés séance tenante est chargé d'étudier cette question et de faire rapport à une prochaine assemblée.

# ONTARIO SUGAR Co.,

LIMITED

BERLIN, ONTARIO

Manufacturers of

## Extra Standard Granulated Sugar

ANALYSIS PROVES that Sugar made from CANADIAN  
BEETS has the same properties as that made from foreign Cane

TRY IT AND SATISFY YOURSELF

### TO BE SALEABLE

AN ARTICLE MUST POSSESS  
TWO FEATURES AT LEAST

### QUALITY

AND

### ATTRACTIVENESS

One without the other means death  
to the article offered for sale

## EAGLE BAKING POWDER

POSSESSES BOTH THESE FEATURES.

The quality is not surpassed by many  
powders at a great deal higher price  
and the general appearance of the  
package is second to none.

If you have not yet stocked EAGLE BAKING POWDER, write for prices.

EVERY TIN GUARANTEED.

J. H. MAIDEN,  
MONTREAL.

SUPREME QUALITY

## STEWART'S

### CHOCOLATES and BONBONS

Are made for those who desire

### QUALITY

### PURE-DELICIOUS

We have a beautiful line of package  
goods and novelties for the Trade.  
Our new ½ lb. and 1 lb. boxes  
**ARE WINNERS**

Write for samples and prices

**THE STEWART COMPANY**  
TORONTO LIMITED





## REPORTS FROM BRANCHES.



### TORONTO BRANCH.

#### Annual Meeting.

The annual meeting of the General Executive Board of the Toronto Branch took place Thursday evening, the first of March, in the Association Board Room at 21 Richmond Street west. There was a large attendance of members.

#### President's Address.

President Samuel Corrigan delivered a short opening address; in which he said that although his health had not been up to the mark he had during the year endeavored to give his best services to the work of the Association, and that he was very grateful and obliged to all those who had stood by the Executive month by month. Everything had been of the most friendly character and he was glad to say that the Toronto Branch was in a prosperous condition. There is a great outlook for the Association, which as yet is only in its infancy. The General Secretary had been doing great work during the year just closing, and the results in the spread of the organization to nearly all parts of the Dominion have been most gratifying and helpful to all the Branches. We have now one of the greatest trade organizations in Canada, having the support of some ten thousand retail merchants. The influence of the Association is now so great that they can with confidence go to any of the Provincial Legislatures and to the Parliament of Ottawa, knowing that whatever legislation they ask for will receive most respectful consideration. They can now obtain changes in the laws in the interests of the retail trade because of their strength, and also because Canadian legislators have learned that what The Retail Merchants' Association of Canada asks for is always as well in the interests of the general public. He trusted that the new officers to be elected would continue the good work and carry to a successful conclusion measures that had been undertaken by the Executive officers of the Toronto Branch, but not yet completed.

#### General Secretary's Report.

Mr. E. M. Trowern, Secretary of the Branch and Dominion Secretary

of the Association made his annual report. He was glad to see so many present. He had spoken at so many meetings of the Sections and Branches of the Association recently that almost everybody was more or less familiar with the progress that had been made during the year. The Association has made great strides and now in order to further success it is simply a matter of continuing along the same lines as followed in the past. He referred to the passing of the Trading Stamps Act by the Dominion Parliament at its session last year and the successful prosecutions under the provisions of that Act both in Montreal and in the Province of Ontario. Amongst the matters upon which legislation will be sought this year are the better regulation of peddlers and the amending of the Division Courts Act to provide for more speedy and less costly procedure in the collection of small debts.

The Municipal Committee of the Toronto Branch has been actively looking after the interests of the members, as a result of which the Board of Control of the City of Toronto are considering the appointment of a Fruit Inspector and will probably not grant the exclusive five year franchise asked for by the Bell Telephone company.

The Furniture dealers of the Dominion have recently joined the association in a body.

The Dominion Convention has been held since the last Annual meeting of the Toronto Branch. Provincial General Offices have been opened in Montreal for the Province of Quebec, and in Winnipeg for Manitoba and the North west Provinces. The Association constitution has been revised and amended, which has consumed a good deal of time and entailed some hard work. The growth of the Association has been great during the year, but indications are that the growth of the present year will be at least double that of the past year. There is no reason why The Retail Merchants' Association of Canada should not exceed in strength and numbers all other commercial organizations in Canada. At present it has a larger membership than any other commercial organization in Canada and

when occasion demands it will be able to make its strength felt.

A number of new Branches have been formed in the Province of Ontario since the first of the year, and organizers James Eadie and S. A. Brubacher have announced new additions this week. It was in the Toronto Branch that the Association first took its start, and this Branch was still the centre from which all the other Branches drew their inspiration.

He referred to the visit of the Toronto Delegates of the Grocers Section to the Niagara Falls convention, one result of which was that the officers of various American retail trade societies asked for copies of our constitution and other information as to our methods of work.

He then detailed the result of his recent trip to Winnipeg, the Association having received an addition of some twelve hundred members in Manitoba, Saskatchewan and Alberta.

The Secretary concluded his report amidst loud applause.

#### Treasurer's Report.

In the absence of Treasurer W. Dineen, who was in Florida, the financial report was read by the Secretary, giving the receipts and disbursements for the year.

#### Presentation to Mr. Trowern.

At this stage of the meeting Mr. M. Moyer arose and asked permission to say a few words. He spoke of the great services rendered to the Association by Secretary, Mr. E. M. Trowern, and on behalf of the Ontario members presented him with a handsome cheque, reading in connection therewith the following address:

To Mr. E. M. Trowern,  
Secretary of the Retail Merchants' Association of Canada.

Dear Sir:—

It is with very great satisfaction that the members of The Retail Merchants' Association of Canada view the immense progress that has been made in the organization work of the Association, which now has its branches throughout all those parts of our broad Dominion reaching from New Brunswick on the east to the base of the Rocky



# Jams, Jellies, Preserves, PURE and UNADULTERATED

No danger of being fined for selling adulterated Jams if you handle only the **E.D.S. Brand**. These are **Pure**. The Government analyst says so, and E.D. Smith guarantees them so.

Manufactured  
and for sale by

## E. D. SMITH

FRUIT GROWER AND SHIPPER

### WINONA - Ontario

Also High-Class Nursery Stock, both Fruit and Ornamental.

## THE BALL FURNITURE CO., LIMITED

Wholesale Manufacturers of

Cobbler, Upholstered and Common and Fancy  
Wood Seat Chairs, Bedroom Suites, Sideboards,  
Extension Tables, Beds, Etc.

HANOVER - - ONTARIO

## "WEARWELL" BRAND RIBBED COTTON HOSE.

By paying all our attention to our two lines, we are enable to turn out the best Cotton Hose on the market. We are the exclusive users in Canada of a **Patent Dye**, which is **sanitary, stainless** and guaranteed **perfectly fast**.

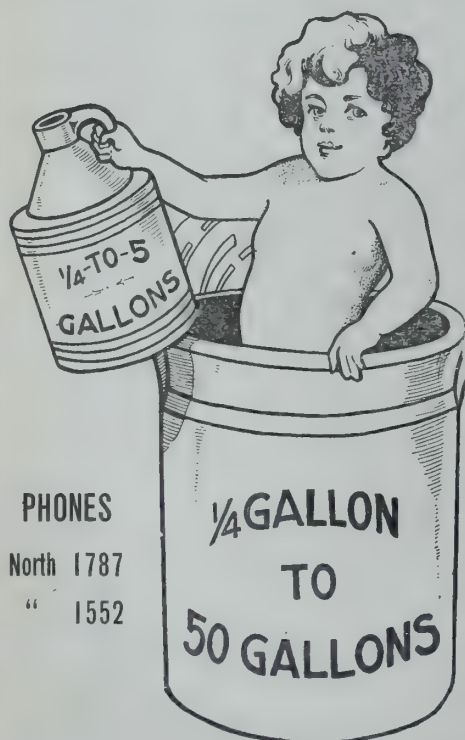
We also make **Worsted Hose**, in 2 and 3 ply Imported Yarn.

MANUFACTURED BY

CLINTON KNITTING CO., CLINTON, ONT.

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THE RICHARD L. BAKER CO., 60 Yonge St., TORONTO.



We  
Manufacture  
the best and  
most attractive

## STONE WARE

Marketed in  
the Dominion

Ask for  
Catalogue

PHONES

North 1787

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### The Toronto Pottery Co., Limited

75-81 Cottingham St., Toronto, Ont.

## FRY'S MILK CHOCOLATE

is a Food (a true Food) in every  
sense of the word. :- :- :-

It is THE Milk  
CHOCOLATE  
"par excellence"



### D. MASSON & CO., Agents

MONTREAL - and - TORONTO

326 St. Paul

8 Colborne St.



Mountains on the west, and the good results that have been obtained by the securing of important Dominion and Provincial legislation in the interests of the retail trade, such as amendments to the Assessment Act, the abolition of trading stamps, etc., etc.

We feel that a very large share of our success is to be attributed to your indefatigable efforts. You have given your time and services solely for the interests of the Association for a long time, for which you have received very insufficient remuneration.

It is impossible for us to freely express our appreciation of your valuable services, but on behalf of the members of the Provincial Board for the Province of Ontario we would ask you to accept this cheque as a slight recognition of the respect and esteem in which you are held by retail merchants all over the Dominion.

We hope and trust that you will long be spared to continue the good work which you have so ably and heartily assisted in carrying to its present stage.

The Association may still be said to be only in its infancy, but we are confident that if the methods employed in the past are continued, immensely important results will be attained in the placing of the retail business of the country on a more sound and honest basis, and thus protecting the consuming public from fraud and imposition of many various kinds.

Mr. Trowern replied in feeling terms.

#### Election of Officers.

President S. Corrigan now asked Past President, Mr. W. B. Rogers, to occupy the chair, and the election of officers for the ensuing year was proceeded with, all being elected by acclamation.

The new officers are as follows:—

President—F. C. Higgins, grocer.  
1st Vice-President—W. G. A. Carnahan, druggist.

2nd Vice-Pres.—Walter Mann, coal and wood.

Treasurer—Wm. Dineen, hatter and furrier.

Secretary—E. M. Trowern.

There was a contest for representatives on the Industrial Exhibition Association Board, Messrs. John Willmott and S. R. Hanna being the successful candidates. These two gentlemen acted in the same capacity last year.

A hearty vote of thanks to the retiring officers was passed.

#### Resolutions.

The Committee on Resolutions reported that the various Sections and Committees had presented resolutions for the consideration of the annual meeting, and recommended that the following be adopted and passed on to the proper committees and officers to be acted upon. The resolutions were as follows:—

##### Resolution 1.

That this meeting again place itself on record that we are opposed to the Toronto City Council granting a five year franchise to the Bell Telephone Company, and that we heartily endorse the proposition that the trunk telephone lines be placed under Government control.

##### Resolution 2.

That the present Criminal Code regarding the manner in which it discriminates between the mercantile and the laboring classes is unfair, and that we recommend the Dominion Board to take some action during the coming session to have the same amended.

##### Resolution 3.

From the Coal and Wood Dealers Section.

That the present Assessment Act bears unfairly on the Retail Coal and Wood Dealers of the Province, inasmuch as they are compelled to pay on a higher percentage than other Retail Merchants, and we desire that the Act be amended during the present session of the Legislature, so as to be equal with other retail merchants,

##### Resolution 4.

That the Association take steps to have the request of the Restaurant Dealers' Section acted upon, that boarding houses where meals are given to the public, independent of lodging accommodation, be made to pay license fees the same as restaurants.

##### Resolution 5

That an endeavor be made to have the City Council make regulations by which Restaurants shall pay the same water rates as charged to manufacturers.

##### Resolution 6.

That it is the opinion of this meeting that the offer of the Stark Telephone Light and Power Co. to the City of Toronto is an advantageous one to all Retail Merchants and their customers, and that this meeting place itself on record as favorable to it.

ageous one to all Retail Merchants and their customers, and that this meeting place itself on record as favorable to it.

##### Resolution 7

That we support the request of the Milk Dealers Section to investigate the present law regarding the adulteration of milk, and take whatever steps may be necessary to secure better arrangements to assure the purity of the milk supply, by legislation or otherwise as may be thought best.

#### Honorary Members.

Messrs, W. B. Rogers, Past President, and Dr. P. B. White, Past Chairman of the Butchers' Section, were made Honorary Members of the Association for life, having retired from the retail trade.

The meeting then closed.

## RESULTS

Rock Candy Syrup appears to meet with popular favor.

The Imperial Syrup Company state that repeat orders for double quantities are of daily occurrence.

The fact that the syrup is made from pure Beauce county maple sugar and rock candy and is warranted to contain nothing but sugar and water assures the consumer it is an absolutely pure sugar syrup, and as this syrup is of as good flavor as a maple syrup it naturally follows that he prefers to buy the Rock Candy Syrup because it does not cost him as much.

Every time the retailer sells a can of Rock Candy Syrup he makes a new customer.

Your Customers want

## Windsor Salt

Are you going to make the profit or let some other grocer have it?

**RAPPORTS DES SUCCURSALES.****Une nouvelle succursale de l'Association des Marchands-Détailleurs du Canada se forme à St. Jérôme.**

L'Association des Marchands-Détailleurs du Canada s'affirme de plus en plus. A St. Jérôme, le 1er février 1906, avait lieu une importante assemblée des marchands-détailleurs de cette ville, dans le but d'étudier le fonctionnement de l'Association et décider si oui ou non il serait avantageux pour eux de s'y allier.

Tous les principaux marchands s'étaient fait un devoir d'être présents, et après avoir écouté avec attention les détails sur cette association donnés par le Secrétaire Provincial, Mr. J. A. Beaudry, ils décidèrent à l'unisson de devenir membres de cette association et former la succursale de St. Jérôme.

On fit les élections des officiers pour l'année courante, dans l'ordre suivant :

Président ; Mr. P. Simard.  
1er Vice-Président ; Mr. J. D. Guay.

2ième Vice-Président ; J. D. Fournelle.

Trésorier ; Mr. C. E. Laflamme.  
Secrétaire ; Mr. S. Thibaudeau.

Parmi les personnes qui assistaient à cette assemblée, nous avons remarqué : MM. P. Simard, S. Thibaudeau, J. D. Guay, A. M. Vigneau, R. Castonguay, J. B. Gougeon, J. D. Fournelle, C. E. Laflamme, Narcisse Belisle, J. E. Parent, etc.

**La ville de Joliette s'allie à l'Association des Marchands-Détailleurs du Canada, Incorporée.**

Le vieux dicton " L'Union fait la Force " semble rencontrer des masses d'adhérents parmi nos marchands-détailleurs, surtout depuis que l'Association des marchands-détailleurs du Canada, incorporée, a pris à tâche de prouver la force de ce principe.

La ville de Joliette vient de se former en succursale de cette Association, après une importante assemblée tenue dans les salles de l'Hôtel-de-Ville, le 23 janvier 1906. Le Secrétaire Provincial, Mr. J. A. Beaudry, avait été invité à former cette succursale, et après avoir entendu tous les détails concernant le but et le fonctionnement de cette organisation, les marchands présents décidèrent qu'il était à leur

avantage de devenir membres et former la succursale de Joliette.

On fit les élections des différents officiers pour l'année courante, et Mr. Albert Gervais fut élu président, Mr. C. Barrette, 1er Vice-Président, Mr. C. G. M. Coutu, 2ième Vice-Président, Mr. A. Vigneault, Trésorier, et Mr. Geo. Chevalier, Secrétaire.

On prit ensuite connaissance de quelques résolutions qui doivent être mises devant les différentes législatures pour leur acceptation.

**Un nouveau succès pour l'Association des Marchands-Détailleurs du Canada, Incorporée. — La ville de Hull s'unit à cette Association.**

Le 16 février 1906, les marchands-détailleurs de la ville de Hull étaient invités à une grande assemblée d'organisation de cette ville, afin de décider s'il serait avantageux pour les marchands de Hull de faire partie de cette puissante association.

Parmi les personnes présentes, on a remarqué MM. G. Lafond, A. Thibault, D. Caron, Boland, D. Sanche, F. Barrette, E. Ducharme, etc, etc.

Le Secrétaire Provincial de l'Association, Mr. J. A. Beaudry, fut d'abord invité à donner des détails sur le fonctionnement et les mérites de l'Association. Puis les marchands présents ayant reconnu tous les avantages et bénéfices à retirer en devenant membres de cette association, décidèrent à l'unanimité d'y appartenir et former la succursale de Hull.

On procéda donc aux élections avec le résultat suivant :

Président ; Mr. G. Lafond.  
1er Vice - Président ; Mr. P. Daoust.

2ième Vice-Président ; Mr. E. Ducharme.

Trésorier ; Mr. J. Martel.

Secrétaire ; Mr. Boland.

Mr. D. Caron fut nommé auditeur.

Nos marchands-détailleurs semblent comprendre de plus en plus que c'est en s'unissant qu'ils pourront le mieux se protéger, et nous encourageons ceux qui ne sont pas encore membres à s'enrôler au plus tôt dans cette Association dont le but est de protéger tous les marchands-détailleurs à quelque ligne de commerce qu'ils appartiennent.

**UNE NOUVELLE SECTION DE COMMERCE S'AFFILIE A L'ASSOCIATION DES MARCHANDS DÉTAILLEURS DU CANADA, INCORPORÉE**

Les Marchands Détailleurs de merceries entrent en ligne.

Le 7 février dernier, avait lieu une assemblée d'organisation des Marchands Détailleurs de merceries, dans le but de savoir s'il serait aussi avantageux pour eux que pour les autres sections de commerce, de se joindre à l'Association et former la section des Marchands Détailleurs de merceries.

On choisit comme président temporaire, Mr. J. Henri LeSage, puis le Secrétaire Provincial, Mr. J. A. Beaudry, fut invité à donner les explications nécessaires concernant cette association.

Après avoir entendu les remarques du Secrétaire Provincial, tous les membres présents se déclarèrent en faveur de la formation de cette section, et l'on procéda aux élections des officiers pour l'année courante.

Président : J. Henri LeSage.  
1er Vice-Président, J. O. Gagnéux.

2ième Vice-Président, H. Desjardins.

Trésorier, F. Dugal.

Secrétaire, J. D. Bonin.

Ont été admis membres les messieurs suivants :

MM. J. H. LeSage, Girard, H. Desjardins, Bonin frères, F. Dugal, U. Leboeuf, A. L. Gaudet, W. Reeves, A. Amyot, N. W. Tangway, J. B. Dyon, M. Beaupré, J. A. Thibert, H. Beaudoin, Duguay & Perrault, J. O. Gagnéux, etc., etc.

**Flour - Flour - Flour**

We are manufacturers of high grade flour of all kinds.

**To the Grocer :**

Increase your business by selling a better quality of flour. Increase your profits by handling our celebrated brands. — Correspondence solicited.

Capacity, 200 barrels.

**The Brampton Milling Co.,**  
BRAMPTON, ONT.



**TWEED BRANCH.****An Enthusiastic Meeting.**

A public meeting of the Retail Merchants of Tweed was held Tuesday night, the 13th February, when Mr. James Eadie, Eastern organizer, was present. Mr. J. M. Robertson, hardware merchant, was unanimously asked to take the chair and introduced the speaker of the evening. Mr. Eadie went fully into the work of the organization, and strongly showed the necessity of the Retail Merchants being united throughout the whole Dominion for the protection of their interests. He pointed out how other classes in the community were constantly seeking legislation to improve their condition, and the retail Merchants' Association was now doing the same for the Retail Trade.

The chairman then called upon any who wished to express their opinions. Several spoke, amongst whom were Dr. Bowlby, Reeve of the Town, and Messrs. Preston, Huyck, Frost, Clark and others. Upon motion of Dr. Bowlby a resolution was passed to form Branch of the Association, and the meeting adjourned to meet again the following evening in the Foresters' Hall. In order to complete organization. At the adjourned meeting every merchant in the place was present, with Mr. Robertson again in the chair. This proved an excellent and most interesting meeting and Mr. Eadie pronounces it one of the best he has attended during his present tour. Most of those present took part in the discussion.

There was considerable competition for the different offices, the following being elected :

President — F. A. Bartlett.  
1st Vice President — J. M. Robertson.  
2nd Vice President — M. Clark.  
Treasurer — J. W. Shaw.  
Secretary — J. D. Huyck.

The President and Secretary were appointed in a committee to arrange time and place for meetings of the Branch.

The meeting then adjourned.

**MADOC BRANCH.**

At a largely attended meeting of the Merchants of Madoc, held on Monday night, the 19 of February a branch of the Association was formed. Dr. Harper Reeve, presided, and organizer James Eadie was the chief speaker.

Mr. Eadie pointed out to the meeting the marvellous growth of the Association, especially during the past year. He said that Retail Merchants were the largest body of taxpayers in the community, and detailed a good many of the difficulties they have to contend against, many of which are being lightened and some removed through the agency of the Association which he represented.

He explained the legislation in the interests of the Retail Trade that the Association had already secured

and the measures which they were now arranging to be brought before the Dominion Parliament and the Legislatures of the various Provinces of the Dominion.

After Mr. Eadie's address the chairman opened the discussion by stating that the merchants of the town had been anxious to have a Board of Trade established, but he thought that a Branch of the Retail Merchants' Association would suit their purpose much better. Messrs Tufts, MacGregor, Dafoe, Williamson, Connor and others also spoke favorably of the formation of the Branch, and the necessary arrangements were undertaken and completed. Upon nomination for the office of President, Dr. Harper was nominated, but thought that owing to his position it was better that he should not accept the honor. He however would give his hearty support to the Association at all times.

The officers elected are as follows:  
President — B. O'Hara.  
1st Vice President — R. R. Casement.  
2nd Vice President — Alex. McGreggor.  
Treasurer — E. C. Tufts.  
Secretary — Frank Dafoe.

**WINGHAM BRANCH.**

A Branch of the Association was formed by organizer S. A. Brubacher in the Town of Wingham on the evening of the 20th of February. There was a very large number of the Retail Merchants of the place present, and Mr. Brubacher spoke very exhaustively of the work of the Association. After an interesting discussion a resolution was passed that a Branch be organized, which was done and the following officers elected :

President — R. H. Crowder, gents furnishing.  
1st Vice President — W. J. Green, boots and shoes.  
2nd Vice President — A. M. Gordon, general merchant.  
Treasurer — C. N. Griffin, grocer.  
Secretary — Mr. Brewer.

Auditors — L. A. Ball, furniture, and F. H. Walley, druggist.

At a meeting of the Branch on the 1st inst., in the Council Chamber, arrangements were made for active aggressive work, and the following committees were appointed; one to secure a place for holding the meetings, which will be held on the third Thursday in each month and another to thoroughly sift the Peddler nuisance. It is said that only one out of the hundred or more peddlers who did business in the town and vicinity paid the license fee. Trade Sections were also arranged and officers for the Sections elected. A hearty vote of thanks to Mr. Brubacher was moved by Mr. Hunter, seconded by Mr. Ballantyne, and carried unanimously. A resolution was adopted supporting the Head office in the work of pushing proposed legislation in the interests of Retail Merchants.

**KINCARDINE BRANCH.**

A public meeting of the Retail Merchants of Kincardine, held on the evening of the 27th of February, listened to a well reasoned address from organizer S. A. Brubacher on the work of the Association, and decided to form a Branch in that town. There was a good representation of merchants present and Major Temple presided.

Mr. Brubacher spoke for about an hour on Association matters and received a most respectful and attentive hearing. A general discussion took place after the address. Amongst those who spoke was Mr. J. F. Henry, who as a representative of the book and stationery business was a delegate to the Provincial Convention about seven years ago, and was elected to the Provincial Board of the Association as second vice-president. He spoke from experience of the valuable character of the Association, and his opinion carried great weight with the meeting.

The vote for the organization of the Branch was absolutely unanimous, and a large number of those present at once signed the membership roll. Many more signed during the following day, and practically every merchant in the town is now a member. The meeting was adjourned until the following evening for the completion of the organization work, when the following officers were elected :

President — E. Fox, jeweler.  
1st Vice President — John Ballantyne, hardware.  
2nd Vice President — R. Patterson, jeweler.  
Treasurer — D. Anderson of Shields, Anderson and Shields, hardware.  
Secretary — J. J. Hunter, printer.  
Auditors — Wm. Mitchell, general Merchant; and E. Rinker, grocer.

**ATWOOD BRANCH.**

At 3.30 on the afternoon of March 6th Western organizer S. A. Brubacher, arrived at Atwood and called upon Mr. Wm. R. Erskine and a few others, and with Mr. Erskine's assistance arranged for a meeting of the merchants of the village the same evening at his store. It was 9.30 before there was an attendance that would warrant the meeting being started, but when that hour arrived Mr. Erskine was asked to take the chair, which he did and called upon Mr. Brubacher to speak. It being late he gave but a brief address, which however had a most marked effect. He learned afterwards that it had been decided by the merchants beforehand to knock in the head any proposition to form a Branch of the Association in their town, but his arguments disarmed all opposition and the treatment he received was most cordial in every way. Mr. Brubacher spoke of the past and present work of the Association, the legislation already secured and that now being sought for, and dwelt upon the excessive

# BORDEN'S BRANDS



## "Eagle" Brand Condensed Milk

This brand has no equal and as a seller will hold your trade.

When buying Condensed Milk think only of one brand "Eagle".

## "Pearless" Brand Evaporated Cream

Acknowledged by judges at all the World's Fairs and Pure Food Shows the most perfect Cream — Sure, Safe Seller.



~~~~~ FOR SALE BY ALL JOBBERS ~~~~~

**WILLIAM H. DUNN,**

Scott, Bathgate & Co., Winnipeg, Man.

**MONTREAL and TORONTO**

Shallcross, Macaulay & Co., Vancouver and Victoria, B. C.

# 2

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### Silver Star

(CAKE) and

### Royal City Bar

Manufactured by

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GUELPH, Ont.

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## Pot Barley Pearl Barley Pure Barley Feed

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Our New Mill is now running. It is better and larger than the old mill burned in November 1904. The Plant and Machinery are the latest improved.

OUR GOODS WILL SATISFY YOUR CUSTOMERS

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BOWMANVILLE, ONT.

# Seaforth Milling Co.

MILLERS and GRAIN DEALERS

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charges made by the cartage companies and exorbitant and irregular express charges. After the address the chairman and others present expressed great pleasure at what they had heard, and every merchant present signed the membership roll, and on all sides were heard expressions of good will to the Association.

A Branch was formed and the following officers elected :

President — W. R. Erskine, general merchant.

1st Vice President — C. H. Holmes, general merchant.

2nd Vice President — John Rogers, hardware.

Treasurer — H. Porter, merchant tailor.

Secretary — S. Watson, baker and  
Auditors — W. Price and J. J. Johnson.

### LUCKNOW BRANCH.

#### A Record Breaker.

A well attended and representative meeting of the Retail Merchants of Lucknow was held in the Council Chamber on Monday evening, March 5th., to consider the advisability of organizing a branch of the Retail Merchants' Association. Mr. S. A. Brubacher, of Berlin, Western Organizer of the Association, addressed the meeting at some length, giving the aims and object of the organization, an account of what has already been accomplished in legislation, and also what is proposed in the immediate future. A number of the merchants expressed their high appreciation of the work the Association was doing, and a resolution was passed to form a branch in Lucknow.

The following officers were then duly elected :

President — D. N. Lawrence, hardware.

1st Vice President — Thos. Reid, grocer.

2nd Vice President — A. M. Spence druggist.

Treasurer — D. S. Little, boots and shoes.

Secretary. — R. D. Cameron, dry goods.

Auditors — Joseph Agnew, boots and shoes and D. J. Earle, grocer.

Twenty-six merchants signed the membership roll, and the Lucknow Branch starts out with good prospects of future usefulness.

Organizer Brubacher reports that Lucknow was a record breaker in the history of organization work in Western Ontario. He arrived in the Town on Monday at 3.15 p.m., had the Branch organized, and left on the two o'clock train the next afternoon. Every merchant in the place became a member, and all will in future assist one another to bring about better conditions in the retail trade locally, as well as assisting in every way possible in securing all legislation necessary to carry out the objects of the Association. Mr. Brubacher wishes us through these columns to tender his most sincere

thanks to the merchants of Lucknow for their hearty support and other kindnesses shown him while there, and especially to Mr D. J. Earle for the very great assistance he received from him.

### BRUSSELS BRANCH.

#### A new Branch successfully organized.

There has been a Branch of the Association successfully organized in Brussels since our last report.

Organizer S. A. Brubacher visited that place last month, as a result of which a public meeting of the merchants was held in the Council Chamber on the 15th of February.

There was a very good attendance and Mr. Gerry occupied the chair.

Mr. Brubacher explained fully the aims and objects of the Association and the work it is doing in the interests of Retail Merchants. A number of those present expressed very favorable opinions with regard to what they had heard, and a resolution, moved by Mr. James Fox and seconded by Mr. James Ballantyne, that a Branch of the Retail Merchants' Association be formed for the Town, was passed unanimously. The Merchants present then signed the membership roll and Messrs Fox and Ballantyne were appointed to act as a committee with Mr Brubacher in canvassing the rest of the merchants, which has resulted in almost every one in the place signing the roll.

The following officers were elected for the year :

President — James Fox, Druggist.

1st Vice-President — James Ballantyne, grocer.

2nd Vice President — G. N. McLaren, general merchant.

Treasurer — H. R. Brewer, photographer.

Secretary—L. C. Dunford, Clothier and merchant tailor.

Auditors... H. L. Jackson, jeweler, and N. F. Gerry, hardware.

The following Sections were also organized :

Boot & Shoe Dealers' Section :

J. C. Richards, chairman.  
F. R. Smith, secretary.

Drug Section :

J. A. Fox, chairman.  
F. R. Smith, secretary.

Jewelers' Section :

N. F. Stretton, chairman.  
H. L. Jackson, secretary.

Merchant Tailors' Section :

J. J. Halekirk, chairman.  
L. S. Dunford, secretary.

Grocers' and Bakers' Section :

Geo. Thomson, chairman.  
W. A. Grenier, secretary.

Photographers' Section :

H. R. Brewer, chairman and secretary.

Harness Dealers' Section :

Geo. Stemm, chairman.  
J. C. Richards, secretary.

Furniture Dealers' Section :

Leatherdale & Son, conveners.

## GOOD NEWS

THE great Steel Guns at our Peterborough mill are now puffing tons of our latest and most wonderful Cereal

**Quaker Rice**  
(Puffed)

This product will meet with instantaneous success everywhere. No other food has the qualities that makes friends and produces business that this has.

It excites curiosity on sight because of its novelty and beauty. Curiosity will induce the first purchaser and the customers, pleased palate will do the rest.

**Quaker Rice**  
(Puffed)

is thoroughly cooked and ready to serve after a moments heating.

If you want to be in at the start,—

**BUY IT NOW.**

**The American Cereal Co.**  
PETERBOROUGH, Ont.

# GET YOUR MONEY'S WORTH

**FULL VALUE IN EVERY PACKAGE.  
NO COUPON SCHEME ATTACHED.**

**Retails**

**at**

**15c**

**2 for**

**25c**

**EGG-O-SEE**

**Retails**

**at**

**15c**

**2 for**

**25c**

MR. GROCER :—

**Profit is what you are looking for.** You can sell EGG-O-SEE and make more profit than you can on any other cereal, and you will be doing justice to your trade, and these are the reason.

**FIRST**—You will give your customers the “highest grade of cereal food in the world” because we have only food experts in our employ, and every package of this delicious cereal is made with care.

**SECOND**—We have no coupons, no deals, no schemes of any kind. **Everything is in the quality.** Sold strictly on its merits.

**THIRD**—You can buy EGG-O-SEE at \$3.60 per case every month in the year, and we do not ask you to over-stock yourself to make a profit. We want EGG-O-SEE to go to the consumer as fresh as possible.

EGG-O-SEE is packed in hermetically sealed packages with mercerized paper inner lining, thereby retaining its crispness and flavor longer than any other cereal.

EGG-O-SEE is packed 36 packages to the case and is sold by every jobber in the Dominion.

## EGG-O-SEE CEREAL CO.

43 SCOTT ST.

TORONTO, CANADA



**MARMORA BRANCH.**

A meeting of the Retail Merchants of Marmora was held on the evening of Wednesday the 21st February, in the Town Hall. The object of the meeting was to hear from Mr. James Eadie, Eastern organizer of the Association. There was a full attendance of Merchants. Mr. J. A. McDonnell was called to the chair, and called upon Mr. Eadie to address the meeting. Mr. Eadie called attention to the fact that organization was a part of the spirit of the times and that all the various classes in the community were uniting together for the advancement of their interests. It was in the interests of the Retail Merchants also to unite for their mutual good, and the Association which he represented gave the very best facilities possible to this end. The object of the Retail Merchants' Association was not to increase the prices of goods, but that merchants might be in a better position to protect themselves and secure legislation to secure equality before the law. The speaker enlarged fully upon the aims and work of the Association, after which the chairman called for an expression of opinion from those present. All spoke favorably and it was decided to form a branch of the Association for the Town, and the following officers were elected for the year:

President — J. W. Pearce, M.P.P.  
1st Vice President — J. A. McDonnell.

2nd Vice President — John W. Dempsey.

Treasurer — T. E. Oliver.  
Secretary — H. J. Clark.

**COLBORNE BRANCH.**

On the evening of Thursday, March 1st, Organizer James Eadie, addressed a representative meeting of the merchants of Colborne in the Council Chamber. M. Beatty sen., of Messrs Beatty & Son, was in the chair.

The chairman stated the object of the meeting was to consider the advisability of forming a local branch of the Retail Merchants' Association of Canada, and called upon Mr. Eadie, who spoke at length upon the work of the Association, after which an interesting discussion took place, in which Messrs Brown, Carriwell, Scougale, Griffis, Douglas, Cowling and others took part. Mr. Thom. Brown especially said that he thought that the power to fix Peddler's Licenses ought to be taken away and vested in the Provincial authorities.

Mr. Scougale expressed himself strongly in favor of endeavoring to secure cheaper rates on the railways. The following were elected officers for the year:

President — Thomas Brown.  
1st Vice Pres. — Adam Scougale.  
2nd Vice Pres. — W. A. Douglas.  
Treasurer — A. M. Crowling.  
Secretary — W. F. Griffis.

**BRIGHTON BRANCH.**

A Branch of the Association has been formed by Organizer James Eadie in the village of Brighton. On Tuesday evening, February 27th, he addressed a meeting of the merchants there, which was fairly well attended. There would have been many more present had it not been that the Oddfellows had a meeting the same night, and there was also a show on in the Opera House.

M. C. A. Lapp was in the chair and introduced Mr. Eadie, who in his address fully convinced the merchants of the advisability of organizing a branch amongst them, and the following officers were elected:

President — D. N. Davidson.  
1st Vice-President — F. E. Marshall.  
2nd Vice-President — J. A. Robson.  
Treasurer — H. B. Phillips.  
Secretary — D. M. Ketchum.

The Branch will hold meetings monthly, which will at present be subject to the call of the President.

**Each in Turn.**

A Customer usually notes a slight, so do not give preference to customers because they may be large buyers. A worthy customer will not quit trading because of being waited on in turn where they would be dissatisfied if being given attention out of turn.

**BANK OF HAMILTON**

HEAD OFFICE

Hamilton, Ont., Canada

Commercial credits issued to Retail Merchants for use in Europe and in all foreign countries.

**AWNINGS**

ALL KINDS

TENTS, FLAGS,  
AND COVERS

TENTS TO RENT

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172 King St., London, Ont.

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PURE FOOD EXHIBITION

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**IF YOU DO** see our Stand No. 40.

We will show you:

|               |                      |
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| ANCHOVY FISH  | <b>AT PRICES</b>     |
| AND PASTE.    |                      |
| CAPERS.       |                      |
| CELERY SALT.  | <b>you have</b>      |
| COMPOUND      |                      |
| CREAM OF      |                      |
| AMMONIA.      | <b>NEVER SEEN</b>    |
| CORN FLOUR.   |                      |
| CURRY         | <b>before</b>        |
| POWDERS       |                      |
| DRIED HERBS.  |                      |
| FLAVORING     | <b>BEST AND</b>      |
| ESSENCES.     |                      |
| HARVEY SAUCE. | <b>Unadulterated</b> |
| KETCHUPS.     |                      |
| SALAD CREAM.  |                      |
| SALAD OIL.    | <b>QUALITY</b>       |
| VANILLA       |                      |
| BEANS.        | <b>from the</b>      |
| "VICTORY"     |                      |
| DINNER        |                      |
| RELISH.       | <b>OLD COUNTRY</b>   |
| WORCESTER-    |                      |
| SHIRE SAUCE.  | <b>direct.</b>       |
| &c., &c.      |                      |

**IF NOT** write us for list of prices and FREE SAMPLES.

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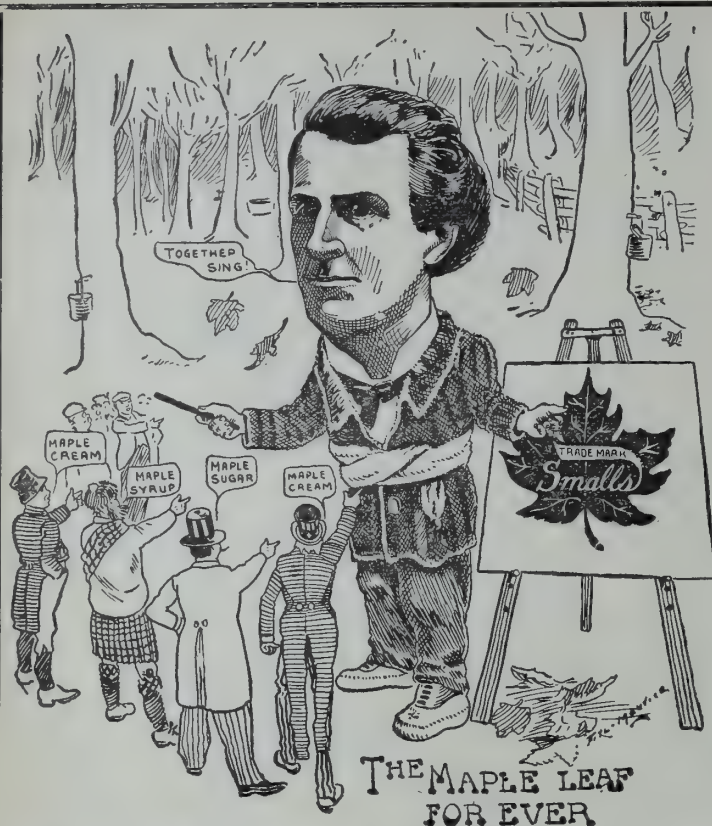
KING'S CROSS, LONDON, Ont.

From 29th March till 14th April,

**MESSEY HALL**

Pure Food Exhibition

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**MR. SMALL** requests those and these who are, or who contemplate handling Maple Products of any kind to read the following :—

**PURITY** Small's brand is pure. See Government Bulletin No. 102, Table I, Sample No. 25391 and 26529, also

CERTIFICATE OF ANALYSIS.

Montreal, April 11th 1905.  
"I hereby certify that I have analyzed samples of Small's Maple Syrup, marked Small's "Selected" Maple Syrup, which was purchased by me on the 6th inst., on the open market, and my test failed to detect the presence of any adulteration."—Milton L. Hersey, City & Pro. Analyst.

**QUALITY** Small's Brands have been awarded, with but one exception, all Gold and Silver Medals ever offered in Canada and many abroad including Europe and the Orient. It captured the only medal given in Canada last season.

**RELIABILITY** Small's Brand is scientifically packed, has stood the test of time for 25 years. Registered 1881, the oldest Maple Syrup Brand in the British Empire.

**PRICE** Small's Brands are but little higher prices than the compounds.

Small's Brand may be had through all jobbers, but if yours insist on his compounds, the "Just as good", then you may secure direct from factory. That's all. Write for Catalogue and Price List mentioned by Government Inspector is no terror to merchant who handles Small's.



# CANADA MAPLE EXCHANGE

== The new Syrup now being on the Market ==  
**"O.K." and "LORETTE" Brands**  
 Should demand the attention of every Retailer

## "O. K." MAPLE SYRUP.

| WINE MEASURE TINS.             | PER CASE. |
|--------------------------------|-----------|
| Gallons, 6 to case.....        | \$5.10    |
| Half-Gallons, 12 to case ..... | 5.60      |
| Quarts, 24 to case.....        | 6.00      |
| Pints, 48 to case.....         | 6.00      |
| IMPERIAL MEASURE TINS.         |           |
| 5 Gallon Tins, 1 to case.....  | 4.50      |
| 2 Gallon Tins, 2 to case.....  | 3.80      |

## LORETTE MAPLE FLAVOR SYRUP.

| WINE MEASURE TINS.             | PER CASE |
|--------------------------------|----------|
| Gallons, 6 to case.....        | \$4.50   |
| Half-Gallons, 12 to case ..... | 5.00     |
| Quarts, 24 to case.....        | 5.40     |
| Pints, 48 to case.....         | 5.40     |
| IMPERIAL MEASURE TINS.         |          |
| 5 Gallon Tins, 1 to case.....  | 4.00     |
| 2 Gallon Tins, 2 to case.....  | 3.40     |

ALL GOODS QUOTED ON THIS LIST ARE NET

No Charge for Pails or Cases.

FREIGHT PAID ON 5 CASE LOTS.

ALL WHOLESALE GROCERS and JOBBERS STOCK THESE GOODS.

**The Grocers Trading & Mfg. Co.,**

189 DORCHESTER STREET,  
MONTREAL.





# The Retail Merchants' Association of Western Canada



## Amalgamation with "The Retail Merchants' Association of Canada."

The annual meeting of "The Retail Merchants' Association of Western Canada" opened in Winnipeg on the Tuesday, 13th of February, at 2 o'clock in the afternoon.

The great feature of this meeting was the affiliation of the Association with the "Hardware and Stove Dealers Association of Western Canada", and the amalgamation of the two Association with "The Retail Merchants' Association of Canada", and the formation of a Western Board of the parent Association.

When President T. J. Lawlor took the chair there were some forty or fifty delegates presents.

The President in his opening address heartily welcome all the members present, saying that it was particularly gratifying to see so many from distant parts of the new Provinces of Saskatchewan and Alberta. He then reviewed the work done since the semi-annual meeting in July last. He paid special tribute to Secretary W. A. Coulson for his energetic organization work, the membership of the Association now being within a very few of six hundred. This was very well, considering that a possible membership would be not more than twelve hundred at the present time. The building of the Grand Trunk Pacific Railway would open up a great deal of new country, and the future for the Association was very bright indeed. The President further stated that he had been in correspondence with the Dominion Executive of "The Retail Merchants' Association of Canada", in consequence of which he had written Mr. Trowern, the general secretary of that Association, sending him a cordial invitation to be present at their annual meeting, and that Mr. Trowern was in Winnipeg and would address them later. He also stated that Mr. A. L. Johnson, ex-President of the Winnipeg Board of Trade, had asked permission to address the delegates with regard to the proposed legislation now before the Manitoba Legislature dealing with sales of Merchants' stocks in bulk.

The report of the Secretary-Treasurer was presented and adopted. This report showed a balance on hand of \$215.00. A hearty vote of thanks was given to Mr. Coulson for his recent services as Organizer as well as Secretary-Treasurer.

The chairman now announced that Mr. J. A. Lindsay, President of the Hardwaremen's Association, which was also in session in the city, wished to lay an important matter before the meeting. Mr. Lindsay was at once invited to speak, and stated

that Mr. Trowern has addressed their convention that morning, and had advanced arguments in favor of uniting forces with "The Retail Merchants' Association of Canada", whose headquarters were in Toronto. The hardwaremen were very favorable to the project, but wanted to know how the other retail merchants would view the matter. President Lawlor left the chair and went with Mr. Lindsay to visit the Hardware Convention. Mr. J. D. Baine presided until his return. He brought Mr. Trowern back with him, who upon invitation addressed the meeting at great length upon the same subject of amalgamation with Canadian Association upon which he had spoken before the Hardwaremen's Convention on the morning of the previous day. An interesting discussion followed upon this matter, which was continued at the evening session, when a resolution was adopted to affiliate with the Hardwaremen's Association and amalgamate with the Canadian Association, and a committee was appointed to arrange terms.

On Wednesday afternoon this committee reported, and after a lengthy discussion the report was adopted, and the meeting adjourned to allow the newly formed Western Board to meet, a report of whose proceedings will be found in another column.

At the Wednesday evening session the first order of business was the election of officers, which resulted as follows:

President — J. F. Hunter, Boissevain.

1st Vice President, R. Bogue, Moose Jaw.

2nd Vice President — J. A. McDougall, Edmonton.

Secretary — W. A. Coulson, Winnipeg.

Treasurer — J. D. Baine, Boissevain.

Auditor—F. Wilkie, Margaret.

The New President presided at the remaining sessions. On Thursday the Contract Plan, as had been described by Mr. Trowern, was exhaustively discussed, and a resolution was passed instructing the officers to take steps to have manufacturers of quite a number of articles approached with a view of adopting the Contract Plan in the sale of their goods.

Resolutions were also adopted dealing with the practice of certain wholesale houses selling direct to consumers, peddlers' licenses, and other matter of interest to the retail trade.

Hearty votes of thanks were passed to the retiring officers and the convention adjourned to meet again during the coming summer on a date to be fixed by the executive.

## WESTERN BOARD.

The first meeting of the Western Board, formed as a result of the affiliation of "The Hardware and Stove Dealers' Association of Western Canada" and "The Retail Merchants' Association of Western Canada", and the amalgamation of these Associations with "The Retail Merchants' Association of Canada", was held in Winnipeg on Wednesday afternoon, the 14th of February, with Mr. T. J. Lawlor, of Winnipeg, presiding.

The first order of business was the election of officers, which resulted as follows:

President — W. G. McLaren, Saint-Louis, Man.

1st Vice President — G. K. Smith, Moose Jaw, Sask.

2nd Vice-President — H. C. Hamelin, Winnipeg, Man.

Treasurer — J. E. McRobie, Winnipeg.

Secretary — W. A. Coulson, Winnipeg.

Auditor — J. A. Lindsay, Winnipeg.

The new President took the chair, and the Board at once got down to business.

Resolutions were passed as follows; one supporting the Association in endeavoring to secure Dominion legislation providing that corporations be made amenable to the law the same as individuals. Another respecting legislation to do away with retailers being compelled to pay fees for the inspection of weights and measures. And another that manufacturers be asked not to allow their goods to be quoted in the catalogues of mail order houses at cut prices.

Still another resolution dealt with fire insurance, the officers of the Western Board being instructed to work in conjunction with the Dominion Board in attempting to devise some practicable plan of fire insurance to be undertaken by the Association. All these resolutions were ordered to be sent on to the Dominion Board.

The Board then took up the matter of the proposed legislation then before the Manitoba Legislature dealing with the sale of merchandise in bulk by retail merchants. This legislation was being advanced by wholesale houses and was considered by many prominent retailers to be unjust. The avowed object was to prevent what were termed "midnight-sales", and was said to be aimed only at dishonest dealers. The bill provided that before a sale in bulk could be made the retail merchant must obtain the consent in writing of at least fifty per cent of his creditors in number and seventy-five per cent in value. If this were not done then the sale could effect by the amount for which the goods were sold being deposited with a trust company for the benefit of

# JOHN SLOAN & CO.

## Wholesale Grocers

59-61-63 Front Street East

**TORONTO**

Full Lines of Staple Goods at Right  
Prices. Write us for Samples and Quo-  
tations. Canned Goods a Specialty.

ALL LEADING GROCERS

BUY THE

## PEACOCK -BRAND OF WINES-

BECAUSE THE QUALITY IS AL-  
WAYS THE FINEST, AND CON-  
SUMERS WHO ORDER ONCE, AL-  
WAYS ASK FOR PEACOCK BRAND

**Pure :: Unfermented :: Wholesome**

MADE FROM CANADIAN FRUIT

FLAVORS.-- GRAPE, RED CHERRY,  
BLACK CHERRY, STRAWBERRY, RASP-  
BERRY, GINGER, TOKAY - - -

Put up in cases of one dozen. - -

Ask your Whosaler for these goods.

**BATES MANUFACTURING CO.,**  
LIMITED

9-11 Francis St. - - - TORONTO, CAN.

# STARCH.

FOR FAMILY USE

## IVORY GLOSS

IS THE CHOICE IN EVERY  
FIRST-CLASS HOUSEHOLD.

**St. Lawrence Starch Co.**

MANUFACTURERS

Will

please your

customers

and increase your trade.

**"Coronel"**

Selected **HAMS**

and BREAKFAST

**BACON**

That delicious, toothsome,  
flavor, the distinguishing  
mark of "Coronel" is im-  
ported by a special Sugar  
Cure quite our own. . . .

WE ASK

A TRIAL ORDER.

WE HAVE

NO RETAIL

STORES

**The Montreal Packing Co. Ltd.**

MONTREAL.



the creditors. It was decided to hear what the wholesalers had to say in favor of the Bill, so at the evening session of the Board several wholesalers were present by invitation.

The wholesalers presented their case forcibly and ably but the members of the Board raised the objection, that while the wholesaler was protected by the provisions of the bill the retailer was in a much worse position than before, and that in more ways than one. "It ties up and hampers trade", said Mr. J. F. Hunter. "It hamper the great mass of 'honest retail dealers for the sake of a very few dishonest ones.'" "We all have to run some risks when we extend credit, and I do not see why the wholesale man should be protected when the retailer is not." Many other equally as strong opinions were expressed and the wholesale men present were led to admit that amendments would have to be made to the bill, but still they wished to have the main principle retained as a protection to themselves. With regard to this bill at the final meeting of the Board on Thursday afternoon, a resolution was adopted requesting the wholesale trade to withdraw the bill for the present, until the Board could go more fully into the matter and consult with the wholesale trade, in order that a bill might be prepared that will accomplish the desire of the wholesale trade to be protected and at the same time be acceptable to the retail trade.

The Board adjourned to meet again at the call of the Executive, which in the meantime will consider fully the proposed legislation so as to be able to deal with it effectively.

### Hardware and Stove Dealers' of Manitoba and with West Provinces.

#### Now Under Jurisdiction of the Western Board.

At their recent Convention, which opened at Winnipeg on Monday, the 13th of February, "The Western Retail Hardware and Stove Dealers' Association" affiliated with "The Retail Merchants' Association of Western Canada", and the affiliated associations were then amalgamated with "The Retail Merchants' Association of Canada", and a western Board was organized composed of officers and representatives from the affiliated associations.

At the opening session of the Retail Hardware and Stove Dealers' Association of Western Canada there was present a large and representative number of the retail hardware merchants of Manitoba, Saskatchewan and Alberta. This was very largely due to the efforts of Mr. J. E. McRobie, whose indefatigable energy had been especially devoted to the attainment of this end. President J. A. Lindsay, of Winnipeg, called the session to order and gave an extended address of welcome to the assembled delegates, and also explained in more or less detail the work

done by the Association since its convention last summer. There was a large amount of business to be done but before entering upon the regular program he would like to introduce Mr. E. M. Trowern, of Toronto, general secretary of "The Retail Merchants' Association of Canada", who was present also as a representative of the "Hardware Dealers' Section" of that Association.

Upon rising to speak Mr. Trowern had a good reception, and said that he was very much pleased indeed to meet with so many of the representatives of the Retail Hardware trade of Manitoba and the other North west Provinces. He explained fully the scope of the work of the Dominion Association, which had been in existence for the past ten years. In the course of a two hour address Mr. Trowern ably and very effectively showed the benefits that would accrue to the Hardwaremen' Association, and to the Western retail trade in all its branches, by an affiliation one with another of the various branches of the retail trade, and the amalgamation of all with the parent Canadian Association. This could be effected by the formation of a Western Board with a central office in Winnipeg. He dwelt especially upon the advantages to be gained from such a union in the matter of securing legislation in the interests of retail merchants from the Dominion Parliament and the various Provincial Legislatures.

At the conclusion of this address the chairman spoke briefly in appreciation of the objects laid before them and a general discussion followed. Mr. Chalmers was very much impressed with the value of the Contract Plan System as had been outlined to them by the speaker, and Mr. S. A. Clark, of Saskatoon, was struck with the wide vista of possibilities for good that had been opened up before them. He was strongly in favor of a close amalgamation of interests.

At the afternoon session Mr. J. A. Thompson presented the report of the special committee on fire insurance that had been appointed at the summer meeting. After a lengthy discussion it was decided that it would not be admissible to undertake the fire insurance project at the present time, and at Mr. Trowern suggestion it was further decided to leave the present committee in charge of the matter with instructions to communicate with the Dominion Board.

At the Tuesday afternoon session the question of amalgamation again came up, when Mr. Trowern gave a further address, followed by Mr. T. Lawlor. At the conclusion of Mr. Lawlor's address a resolution was moved by Mr. J. B. Curran, seconded by Mr. W. Gordon, and adopted, that the Association should affiliate with "The Retail Merchants' Association, and settle upon a basis for their amalgamation with the Dominion Association, and Messrs. A. E. Clements, J. R. Fox, the mover and Mr. J. E. McRobie were appointed a committee to meet a commit-

tee from the Retail Merchants' Association, and settle upon a basis for joint action.

The following officers for the coming year were then elected:

President — A. J. Falconer, Deloraine.

1st Vice President — J. B. Curran, Brandon.

2nd Vice President — W. M. Gordon, Winnipeg.

Sec'y.-Treas. — J. E. McRobie, Winnipeg.

Executive — Alberta: A. E. Clements, Olatas; C. F. Corner, Calgary; and A. R. Auger, Okotoks.

Saskatchewan—G. X. Smith, Moose Jaw; S. A. Clark, Saskatoon; J. R. Fox, Weyburn;

Manitoba: H. S. Price, Boissevain; A. P. Macdonald, Winnipeg; O. Gilmer, Winnipeg.

Before adjournment a flashlight photograph was taken of the delegates to the convention.

At the Wednesday morning session it was decided to endeavor to have a few of the staple hardware lines put on the Contract Plan System, and as a beginning the manufacturers of enameled ware, tinware, stoves, barb wire, shells, rails and shovels will be approached with regard to adopting the Plan.

Resolutions were also passed to notify hardware manufacturers that the Association views with disfavor the placing of their lines in the catalogues of cut-price mail order houses and to instruct the Secretary to inquire into the feasibility of having a hardwareman appointed official assignee for all hardware failures.

Chairman Lindsay called attention to the proposed legislation then before the Manitoba Legislature respecting the sales of Merchants' stocks in bulk. A long discussion ensued, and it was finally decided to leave the matter over in order to hear from the wholesale merchants before taking definite action. Further discussion and decision with regard to this proposed legislation will be found in another column, under the heading of "The Western Board."

Mr. Oliver Gilmour, of Winnipeg, moved, seconded by Mr. H. S. Price, that the retiring President be made a life member of the Association. Mr. Lindsay replied saying in conclusion that although he was retiring from the retail trade, the Association could always count upon his friendship and assistance.

The committee that had been appointed to arrange terms of affiliation with "The Retail Merchants' Association" then reported the basis arrived at, which was adopted unanimously.

"Mr. White", said the lawyer to a witness in the Court, "at the time these papers were executed 'you were speculating, were you not?'"

"Yes, sir."

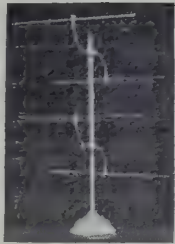
"What were you in?"

"In stocks."

"And what are you in now?"

"Bankruptcy", was the solemn reply.





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ALL PARTS ARE INTERCHANGEABLE.  
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Range**

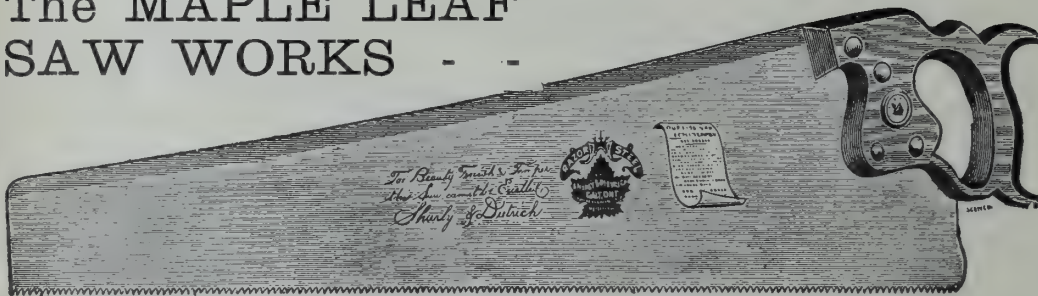


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All materials for wood burning.  
White Basswood blanks for  
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Designs for match holders,  
racks, etc., ready for use.  
Burning outfits supplied.

Wood stains and finishing gloss  
in all colors.

Retailers now is your time!

Write us and save 25% duty.



## MERCHANT TAILORS' SECTION.

### TORONTO BRANCH.

#### Annual Meeting.

The Annual Meeting of the Merchant Tailors' Section of the Toronto Branch was held in the Association Board Room on the night of Friday March 9th. Mr. T. Bilton, chairman, presiding.

After the reading of the minutes the special strike committee which for some time past had been negotiating with the Journeymen Tailors' Union with the object of arranging a new agreement, reported that they had held a number of meetings, and had also met a committee from the Union, as a result of which an arrangement had been arrived at by which the men were to receive a five per cent increase and an increase of one cent an hour on extras. A memorandum had been received from the Secretary of the Union accepting the arrangement, and all that was now required was that the new agreement should be made out in due legal form and signed by both parties. According to the terms of the agreement sixty days notice would also be required to be given by either side previous to the end of the three years of intention to terminate the agreement, and such notice must be given on the first of

January or the first of July; otherwise the terms of the agreement would be binding beyond the three years until such time as a sixty days notice should take effect. The report was adopted and the committee instructed to prepare the agreement and have it executed, Mr. H. Taylor being added to the committee.

The chairman suggested that a permanent Arbitration Committee be appointed to deal with all disputes that might arise under the agreement. A resolution to this effect was adopted, and Messrs. Rowan, Regan and Bilton were appointed members of the committee.

The next business was the election of officers for the ensuing year.

Mr. Bilton was renominated for chairman, but declined, having filled that post for the past five years. He thought the honor should be passed around. Mr. Fred Clark was then nominated, and there being no opposition, was declared duly elected. Mr. Clark then assumed the chair and the rest of the officers elected, as follows:

1st vice chairman — Mr. S. Corrigan.

2nd vice chairman, Mr. A. Lahore.

Treasurer — Mr. Brownlee.

Secretary — Mr. B. Saunders, jr.

Mr. Trowern, general secretary, gave a brief account of the recent great progress of the association, and explained certain proposed legislation, especially with regard to its bearing upon the interests of merchant tailors.

A hearty vote of thanks was tendered to Mr. Bilton, the retiring chairman of the Section, whose long and continuous service in that capacity had been of incalculable benefit to the Section and to the Association. A similar vote of thanks was also given to Mr. Saunders, who had filled the position of Secretary for six or seven years so acceptably.

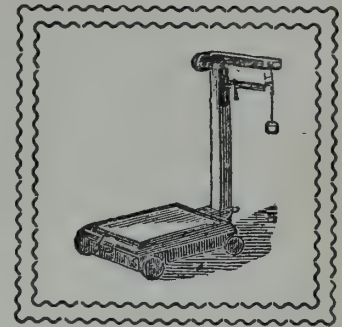
#### An Up-to-date Purchaser.

A Chicago hardware dealer states that a rich citizen came into his store recently and bought a five-cent pound of nails. When the article was done up the customer asked if it could be sent to his house, which was in a distant part of the city. The merchant assented, and calling the boy, handed him the parcel with a dime, and said: "Here, Johnny, take this parcel out to Mr. Blank's house."

"What!" said the customer, "are you going to give the boy a dime to take the parcel out?"

"Why, certainly," said the merchant; "I wouldn't think of asking him to go so far for nothing."

"Well," said the meanest man in Chicago, "if you would just as soon give me my nickel I will take it out myself and you'll save five cents." — "Exchange."



# THE FOX

Brand on a PAIR OF SCALES is your guarantee that you are getting **ABSOLUTELY THE BEST SCALE** that can be made. We know it because we make them, and we know the **MATERIAL** that we put in them—**NO SHODDY WORK, INSIST ON A FOX.**

Hay, Coal and Platform Scales  
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LONDON, ONT.

## Cowan's Perfection Cocoa

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Absolutely Pure. Double  
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costs less than half a cent  
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Cowan's Chocolate,  
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## Calendars

Retail Merchants  
find attractive Calen-  
dars a good advertise-  
ment.

If the Calendar has a picture of the merchant or his store, it is more highly valued by his customer.

Send us your photo or photo of your store and we will make you a high grade cut for the purpose—any size desired.

Your local printer can use the cut and the calendar will be cheaper and more attractive than the many fancy designs.

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ALL GOODS AT \$4.00 AND UPWARDS ARE GUARANTEED. WE HAVE GOODS AT ALL PRICES, AND EVERY PRICE IS RIGHT, REPRESENTING GOODS THAT ARE UNMATCHED.

WE SOLICIT YOUR ORDERS.

WE SHIP PROMPTLY.

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Manufacturers,

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**Don't place your order until  
you see our New Samples of**

**PERFECT FITTING  
ELASTIC RIBBED**

**UNDERWEAR**

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**Ladies, Children and Infants**

Our Travellers are now on the way to see you.

New Designs, New Trimmings, and the best quality on the market. :- :- :- :-

Our "CEETEE" Full Fashioned, 2 and 3-ply Underwear is equal to any imported, at lower prices. :- :- :- :-

Non-Irritating, Non-Shrinkable, Wears Well and never gets Out-of-Shape. :- :- :-

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for having the most up-to-date and complete assortment of : : : :

**GLOVES and MITTS**

Will be more than demonstrated when you see our samples for 1906.

**CHOICEST LEATHERS**

from our own Tannery as well as from every renowned source.

Travellers will call on you in good time and to wait for them will be to your interest.

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**"Maltese Cross" and  
"Lion"**  
**Rubber Heels**

Just soft enough to give the most comfort :- :-

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## MILK DEALERS' SECTION.

### TORONTO BRANCH.

#### Annual Banquet and Dance.

The members of the Milk Dealers' Section and their friends, to the number of some two hundred, had a very pleasant time on the night of Wednesday, the 21st of February, at the Metropolitan Assembly Rooms, on College Street, close to Spadina Avenue, the occasion being the Banquet, Dance and Entertainment celebrating the twenty-first year of the existence of the Milk Dealers Section. The affair was a very pleasant one throughout, the arrangements all being most excellently planned and carried out, reflecting great credit upon the Committee having the matter in hand.

Shortly after half past eight the chairman, Mr. R. W. Dockeray took the chair and announced the evening's programme. Seats had been arranged in the Dancing Hall, and the performers found some disadvantage in being properly heard, as they were compelled to use the orchestra gallery for a platform, which to some extent injured accoustic qualities. Nevertheless the several parts were well rendered and the appreciative audience were loud in their demands for encore.

The first number on the programme was a comic impersonation song by Mr. Parker, the heroine being a disconsolate widow discoursing upon the virtues of her late departed spouse, who, being a chilly man, dearly loved the warm comforts of his domestic heard. The train of her song at the end of each stanza was, "I trust that there is a nice hot fire where my John has gone." This was followed by the Victoria Quartette, composed of Messrs McLeod, Roy, Irving and Slack, who sang "Starlight" with good effect.

Mrs. J. Bunting, wife of one of Toronto's prominent dairymen, secured a most hearty encore by her rendering of the old Irish song, "The Shamrock, the Thistle and the Rose", following with "The Dear Little Shamrock." Mrs. Bunting in her singing enters fully into the pathos that gives to Irish songs their peculiar charm.

Miss Maud Gillman was the elocutionist of the evening, both of her pieces illustrating not only the weaknesses but strenght of character as well in matters of every day occurrence. The title of her first recitation was "The obstructing Hat in the Pit". A lady with a tremendous hat sat in a seat in the theatre and in front of a small boy who was bound to see the play in spite of all obstructions. A storm that threatened to spread to a large area of the house was stilled by a neat compliment paid the lady by the father of the boy after the hat was finally removed.

On encore she recited "An Idyll of the Period."

Mr. W. and Miss G. Rundle, son and daughter of the Section Treasurer, gave a Piano Duet, and Mr. Moore a couple of comic songs, entitled, "Life in the country is Awful Slow", and "There are Things I Cannot Understand." The Victoria Quartette, accompanied by the Banjo then rendered a southern negro melody, "Down in Alabama", and the well known old song, "The Old Oak-ten Bucket". The programme was brought to a close by a banjo duet by Messrs. Newton and Irving, and a couple more comic songs by Mr. Moore.

As many of the guests as could be accommodated at the tables now found their way to the Supper Room, to discourse a sumptuous menu composed of the usual courses on such occasions. The dancing hall was then cleared and the remainder of the guests gathered on the floor for the opening dance, the Lancers, and the ball began.

In due time the supper tables were reset and filled a second time, and those who had already partaken of the refreshments joined in the dances, which were kept up until the small hours.

All who were present at the function had a most enjoyable time, and on all sides there were expressions that this was the most successful event ever held under the auspices of the Section.

The committee of arrangements was composed of Mr. R. W. Dockeray chairman; R. H. Pill, secretary; A. Rundle, treasurer; and Messrs. J. H. Lock, H. R. Reynolds, A. Anderson, R. G. Purchase, K. R. Gourlie, J. Gill, W. J. Rundle, G. H. Guest, R. Staunton and H. Hills.

Mr. Sage, proprietor of the Metropolitan Assembly Rooms has recently very much enlarged and improved his premises, the Dance Hall and Supper Room being new additions. The Dance Hall is one of the most commodious and best arranged in the city for that purpose, and will comfortably accommodate from seventy to eighty couples at one time. No seats or benches are ever allowed to encumber the walls, the whole floor space being given up to the dancers and convenient retiring rooms are furnished. The supper room will accommodate nearly one hundred at a sitting.

The carter on the occasion was Mr. Brown, of the Woman's Café, Spadina Avenue.

The regular monthly meeting of the Milk Dealers' Section of the Toronto Branch was held in the Board Room on Thursday evening, March the 8th. The Banquet Committee made their report, showing a small balance on hand. A special meeting will be held on the 3rd of April to arrange for the price of milk for the summer months.

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A dry powder put up in metal tubes 22 inches long. Hangs on strong nail or hook.

It will instantly extinguish the most furious flames of wood or oil.

Guaranteed by best Canadian authority.

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Agents wanted.

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HAS BEEN LOOKING FOR

## A BURNER

THAT DOES NOT LEAK GAS AT THE BASE.



See the Patent Regulator on the  
new 1906-1907 International  
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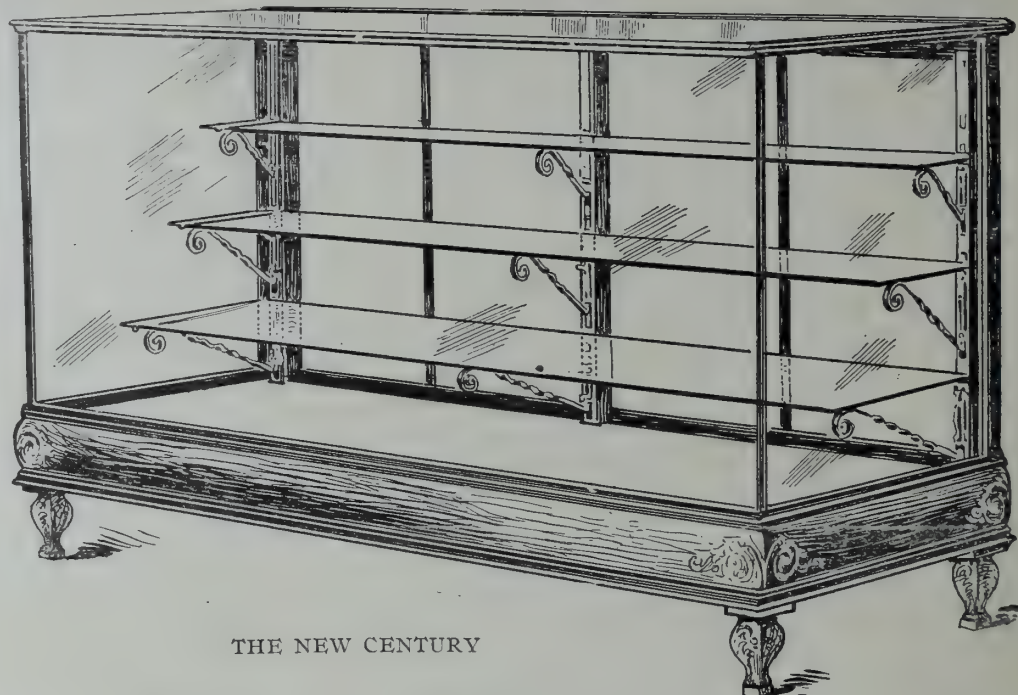


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THE NEW CENTURY

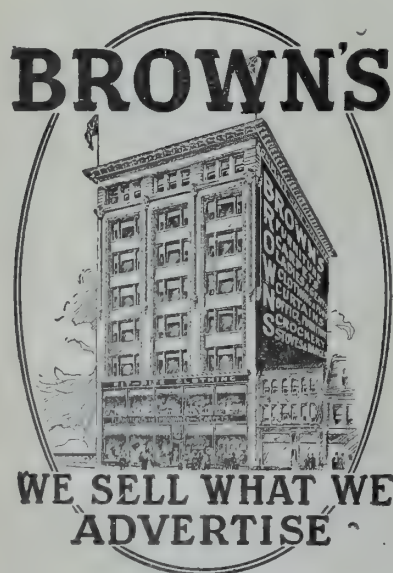
# SHOW CASES -:-

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It's our business to help make  
your home comfortable.



## What It Means to Have An Account at Brown's

**It means** a cosy home for everybody.

**It means** the same comfort to the wage earner as to the rich man.

**It means** all the household goods you want and desire to suit your condition in life.

**It means** clothing for all the family on the same terms.

**It means** having all your needs supplied within twenty-four hours, and you use the goods while paying for them.

**It means** that when your goods are but partially paid for and calamity or illness should befall you, no embarrassment of loss can possibly happen to add to your burdens.

Complete Line of Roll Top Desks and Flat Top Desks, Office Filing Cabinets and Systems, Board-room Tables, Tilting and Office Chairs.

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# Commercial News.



## WINDOW DRESSING.

Window Dressing to day is both an art and a science and in the management of a store of whatever capacity, it is second only to advertising. On the continent of Europe the merchants take more pains and spend more money on Window Dressing than newspaper advertising. It is absolutely essential to an up-to-date store for it does what advertising cannot do influence the buying public through the eye and attract customers by that most important silent salesman the show window.

Every merchant nowadays is convinced of the great value of an attractively dressed window and many even on this continent—who would not spend a penny on newspaper advertising, are yet most anxious to have their store look right! But there are on the other hand many merchants who have not yet learned the true value of artistic display, and who watch the progress and increasing business of their competitors with wonder.

You take a dry goods merchant of this class for instance, he may get a good hint by studying for a few moments the window display of his prosperous competitors and he will go back to his store and try to copy some of their idea. In ninety nine cases out of hundred he will fail, because he has not understood that in order to have a good display he must have the necessary fixtures, and a good variety of display stands. This of course he will soon find out. Should you talk to such a man of platings, puffings, mocking, crepe paper ruffis and roping for back grounds, he would be astonished for such ideas are beyond his ken.

Any up-to-date merchant will acknowledge that it is impossible to dress a window without the proper display stands. You cannot build a house without proper material.

The most up-to-date and practically the only firm in Canada, who make a specialty of fixtures and stands for window decorative display is The Booth Copper Co. Ltd, Toronto.

Although this firm have been established over 60 years, it was only in 1904 that they opened the specialty branch in Toronto. But it would now be difficult to find many stores in the cities and towns of Eastern and Western Ontario, who are not using their fixtures and specialties.

The manager of this department is Mr. Alfred Starkey, who is a graduate expert in the art of Window Dressing. He is the patentee of the Improved Hat Stand for displaying both ladies and men's hats. It has a swivel attachment combined with set screws which enables any hat to be displayed at any angle, without danger of falling off.

Many thousands of these stands are now in use by up-to-date merchants who realize the value of good display.

All the parts of the display stands are interchangeable and in a good many cases are combination, thus saving expense in buying a variety which in most retail stores is essential.

They manufacture fixtures for all sections of the retail trade, and new ideas for fixtures may be submitted to them, which they will plan out to suit any individual

store. They invite correspondence, and orders by mail will receive prompt attention. Hundreds of designs are carried in stock and are ready for immediate shipment.

The Booth Copper Co. Ltd are manufacturers also of Electrical advertising signs and advertising fixtures. Special plate glass and copper combinations, cuspidors and all spun brass and copper goods, Bath room fittings, small metal novelties, etc., etc.

These goods are all made in Canada and this firm are able to quote prices at least 15% lower than the manufactures of the goods, in the States.

It might be mentioned that at the present time they are specializing designs in antique metal work, but full catalogue and photographs will be mailed on application to The Booth Copper Co. Ltd., 123 Queen St. E. Toronto. Write to day.

C. L. N.

Preston & Reid, general store keepers, of Midland, Ont., recently assigned. It is said with heavy liabilities.

The Sovereign Manufacturing Company, Limited, 1347 Queen Street West, Toronto, has assigned to Osler Wade.

The council of Niagara Falls, Ont., recently declined to consider the application for a bonus to establish a hook-and-eye factory in the town.

E. J. Dignum & Co., of Toronto, has recently been formed into a joint stock company, with a capital stock of one hundred thousand dollars.

B. C. Hubbell, of Marmora, Ont., has recently erected very large and handsome new premises, and he has now one of the finest general stores in Eastern Ontario.

Ten thousand pounds of Oleomargarine were recently seized and confiscated in Detroit, Michigan, for violation of the Internal Revenue regulations.

It is reported that the Britin Carpet Factory of Kidderminster, Eng., has about concluded arrangements to build a carpet factory in Peterborough.

Sir Howard Vincent has introduced into the Imperial House of Commons an amendment to the Marchandise Marks Act, with the object of distinguishing colonial from foreign imports.

The latest invention is paper corks. These are made by machinery out of waste paper and paper pulp. It is said these corks are superior to the old kind in many ways, and are not affected by acids or oils.

Hon. Chas. Fitzpatrick, minister of Justice, recently intimated in Montreal that a bill respecting usury would be introduced at the coming session of the Dominion Parliament.

The customs collections on imports at the port of Montreal for the month of February of this year were the largest on record, being \$1,015,811, an increase over February of last year of \$136,640.

The Directors of the Banque Provinciale, of Montreal, have decided upon reorganization, which will include the doubling of the capital and the opening of branches, one of which is to be located in Toronto.

August H. Vogel, of Milwaukee, is of the opinion that vegetarians are largely responsible for the increasing price of shoe leather. People are eating less meat than formerly and the consumption of cereal and vegetable foods is increasing every year.

The amendments to the Ontario Assessment Act, which were brought about largely through the efforts of our association, have increased the total assessments in all the municipalities throughout the Province by fifty-five million dollars.

The average annual consumption of peanuts in the United States and Canada is six million bushels, valued at fourteen million dollars. They are grown in the Southern States and January is the harvest month. The crop is reported to be a short one this year.

The trading stamps tax law of Massachusetts has been declared unconstitutional by the Supreme Court of that State. This decision reflects one of the great advantages the people living under the laws of the British Empire have over those living in the United States. In Canada the voice of the people represents the Constitution.

Australia is about to follow the example Canada set years ago; that is, open an office in London, Eng., to look after Australian interests. The work of this office at first will be to supervise the purchase of war material and make payments on behalf of the Commonwealth. This is believed to be the nucleus of a High Commissioner's Office.

The "Winnipeg Telegram" says: "The maple sugar, of the East is now being manufactured by many an Ontario farmer who has a barrel of the brown article of commerce right in his kitchen."

That may be true, but our retail readers in consulting our advertising pages will know where to buy the genuine article to the best advantage.



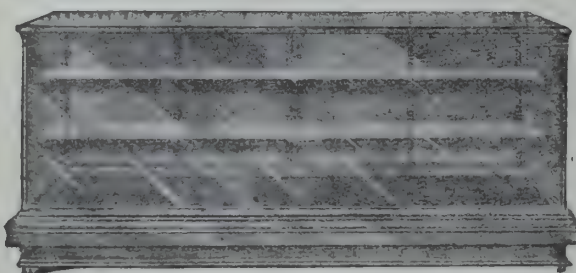


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MANUFACTURERS OF THE CELEBRATED  
**NORDHEIMER PIANOS.**  
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Popular Hotel. Popular Prices.

**ARLINGTON HOTEL  
TORONTO.**Rates \$2.00 per day and upwards.  
Special rates by Week.WRITE FOR ILLUSTRATED BOOKLET  
F. D. MANCHEE - PROPRIETOR  
ARTHUR H. LEWIS, - MANAGER**INDEX TO ADVERTISERS**

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BEST ON EARTH—the Coronation (patented) has no equal.

ALL GLASS TOP—NO WOOD frame ABOVE or AROUND the glass to become scratched, dirty and unsightly in appearance.

N. E. LINDSAY,  
Manager,  
Phone Main 3611**DOMINION SHOW CASE CO.,**71 Adelaide St. East,  
TORONTO**If it's a "Coronation" — It's the Greatest Money Maker**

The verdict of everyone—even our competitors who have seen our patent "Coronation" **Rapid Sales Case** is that there is nothing to equal it on the market at the present time. It is a peerless case in every respect, and is without a rival anywhere. It has become so popular that it keeps us hustling to keep up with our orders. We are putting this style of case into all the best stores in Canada, from the Atlantic to the Pacific. We have recently placed \$1,000.00 worth of them in one store alone in the city, thus proving the superior claim of this magnificent and greatest money-making case.

A **First Class** photo cannot do this case justice much less a cut of any kind. **Also made in K. D. style.** The **Simplest and Best** in the market. None so good for the price. None better at any price.



# ACME TONIC

## Unequal Restorer.

## The Best Appetizer Known.

## Phosphated Wine of Cinchona Bark

Of the Rev. Trappist Fathers of Oka.

# Motard, Fils & Senecal

**General Agents and Wholesale Importers of**

## Wines and Liquors

Office and Warehouse  
5 ROYAL PLACE.

MONTREAL.

**Phones: Bell Main 4495, Merch. 962.**

## The MERCHANT'S COUNTER

**Check Book Co., Limited**

Manufacturers of

## COUNTER CHECK BOOKS AND CASH SALES SLIPS

Our Brands are

## The Favorite, Criterion and Record

We make a specialty of Check Books for Loose Leaf Ledger Systems. Write for Samples and Prices.

Phone Main 1956

34 Colborne Street - Toronto

**NO** SYRUP IN CANADA is the equal of  
"Crown"  Brand Table Syrup



for purity, clear, golden color, proper body,  
delicious flavor, healthfulness ❀ ❀ ❀

## PUT UP IN TINS

2-lb. tins—cases 2 doz. Also in Brls, ½ Brls,  
5-lb. " " " " Kegs and Pails  
10-lb. " " ½ " "  
20-lb. " " ¼ " "

Freight paid on 5 cases and over to all railway stations east of North Bay.

These qualities make "Crown" Brand Syrup a profitable line to push. Push it :- :- :- :-

EVERY JOBBER SELLS IT

# EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

**53 Front St. East,  
TORONTO, Ont.**

Works,  
CARDINAL, Ont.

**164 St. James Street,  
MONTREAL, P.Q.**

# C & B

## CROSSE & BLACKWELL, Limited

### SPANISH OLIVES

Imperial ½ pint and pint Bottles.

A NEW and VERY ATTRACTIVE PACKAGE.

Agents, C. E. COLSON & SON, - - - MONTREAL.

Avoid the Food Inspector

## =:ROCK CANDY SYRUP=:

### NOTICE TO THE RETAILER

If you sell ROCK CANDY SYRUP you will not be troubled by Food Inspectors.

ROCK CANDY SYRUP is made from drippings of Rock Candy and Maple Sugar. It is as good for table use as Maple Syrup.

Send for sample or trial shipment. Your money back if not satisfactory. We quote ;—

|                                         |                 |
|-----------------------------------------|-----------------|
| 6 one gal. tin (wine measure)           | \$4.00 per case |
| 12 half gal. "                          | 4.30 "          |
| 24 quart " "                            | 4.30 " "        |
| 24 pint " "                             | 2.20 " "        |
| 5 gal. tins, imperial meas., (1 to can) | 3.50            |

Freight prepaid on shipments of three cases and over to all points in Quebec, New Brunswick, Nova Scotia and Ontario, as far north as Owen Sound, Gravenhurst and on the main line of the Canadian Pacific Railway (only) as far north as North Bay. To all points beyond these limits east of Winnipeg, a freight allowance of 25c per 100 lbs.

## IMPERIAL SYRUP COMPANY, Montreal



THE  
**Retail Merchants' Journal**  
OF CANADA

Vol. 4

April, 1906

No. 4

All Retail Merchants United



The Official Organ of  
**The Retail Merchants' Association of Canada**

TORONTO OFFICE: 21 RICHMOND ST. WEST  
MONTREAL OFFICE: 270 ST. CATHERINE ST. EAST  
WINNIPEG OFFICE: 53 SCOTT BLOCK, MAIN ST.

MADE IN CANADA



BY



**THE ALPHA CHEMICAL CO.**  
BERLIN, ONT.



For Sale by all Leading Wholesale Houses.

Flavor,  
Keeping Quality,  
Purity,

3

Good  
Points

THAT DRUGGISTS  
FIND IN

**Bates' Hard Boiled  
Confectionery**

COUGH CANDIES.

WE EXCEL IN

BROWN  
COUGH,  
BLACK  
COUGH,  
HOREHOUND,  
MENTHOL,

RASPBERRY,  
STRAWBERRY,  
PINEAPPLE,  
ORANGE,  
LEMON,  
CHERRY.

OTHER POPULAR FLAVORS WE MAKE ARE—

BUTTER, MAPLE, ROSE,  
LIME, NECTAR, MIXED FRUIT,  
CHOCOLATE, VANILLA, SEN-SEN,  
PEAR, PEACH.

WE GUARANTEE OUR GOODS.

WRITE FOR PARTICULARS.

**BATES MANUFACTURING CO.,**  
9-11 FRANCIS ST. Limited. TORONTO, CAN.



Beware of Imitation,

We are the originators and sole patentee of these goods. We are now taking legal proceedings against infringers who are offering similar goods of an inferior quality. In ordering specify **Twin Block Maple Sugar** and **Maple Cream Hearts** and you will get the genuine.

ALL JOBBERS HANDLE OUR GOODS

**SUGARS, Ltd.**

**Montreal, P. Q.**

**TWO BIG SELLERS**

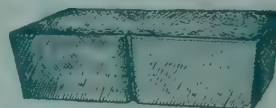
**Maple Cream Hearts**  
**Twin Block Pure Maple Sugar**

Maple Cream Hearts are put up in Pails of 18 lbs. each, and sell for 20 cts. per lb.

Price per Pail - \$2.16  
(No charge for Pail.)

Profit to Retailers on one  
Pail - - - \$1.50

$\frac{3}{4}$  lb. Twin Block.



Designed Patented.

Twin Block Pure Maple Sugar is put up in cases containing 40  $\frac{3}{4}$ -lb. blocks, and sells for 10c. each, or may be broken in two for 5c. sale; in handling this sugar, there is no weighing or waste.  
Price per Case - \$3.00  
Profit to Retailer on one Case - - - \$1.00





THE MARK OF QUALITY.

# To the Retail Merchants of Canada

We make and sell everything in Rubber.

In General Rubber Goods our line is more extensive than that produced by any other Rubber Company in the world.

When buying Rubber goods, insist on our product. Your own margin of profit will be safe—your customers will be entirely satisfied.

"Canadian" Rubbers—The Retailer handling our Rubber Footwear is supported by extensive advertising of the most aggressive and up-to-date character.

"Canadian" Rubbers always please—high quality, up-to-date fit and wear.

Look for our Trade Mark when buying your Rubber Goods. It's a protection.

## THE CANADIAN RUBBER CO. OF MONTREAL, Limited

Halifax. Montreal. Toronto. Winnipeg. Vancouver. ESTABLISHED FIFTY-ONE YEARS

## IT COSTS BUT LITTLE

for you to satisfy yourself as to the superiority and value of

## "FIVE ROSES" FLOUR

over all ordinary brands. A trial order will give you all the proof you need and will convince you that this brand is

## BETTER THAN THE REST

for all retail merchants to stock regularly.

## LAKE OF THE WOODS MILLING CO'Y, Limited.

Montreal, Winnipeg, Keewatin, Portage la Prairie,  
Ottawa, Toronto, Quebec, London, Ont., St. John, N. B.

# MAPLE LEAF

— STITCHED —

## COTTON DUCK BELTING

Made in Canada



Made in Canada

**Maple Leaf** is made of the best cotton duck woven to our own special formula.

**Maple Leaf** is the truest running belt on the market.

**Maple Leaf** is superior to either Rubber or Leather and in many places will do work that no other make of belt will.

**Maple Leaf** is suitable for all kinds of factories, mills, etc., for power and carrying.

### MAIN DRIVE BELTS A SPECIALTY

Ask for **Maple Leaf** and take no other.—**Beware of imitations.**

MANUFACTURED ONLY BY

**Dominion Belting Co., Limited**  
HAMILTON - - - CANADA

Use our **Maple Leaf** Belt Dressing.



# Letter Filing

— FOR THE —

## Retail Merchant

Do you use System in Filing your letters? Let us say a word about our Vertical System of Letter Filing.

First: All the letters with one correspondent (or with several on one subject) are kept **together** in a strong Manilla Folder.

Second: The Folder is filed vertically on edge behind index guides in a Vertical File Drawer.

Third: Each Vertical File Drawer will hold 5,000 letters and guides.

Fourth: Vertical File Cabinets are made in Sectional and Solid Construction, — one, two or four drawer Cabinets — or a section with two drawers, which will fit perfectly with all our other sections.

Send for Booklet 510, for further information about this perfect system of Letter Filing.



THE OFFICE SPECIALTY MFG. CO. LIMITED  
MAKERS OF *and* FILING SYSTEMS

97 Wellington Street, West

TORONTO

BRANCHES: Montreal, Ottawa, Halifax, Winnipeg and Vancouver.

Established 1856

# Simmers' Seeds

It will pay you to sell **SIMMERS' SEEDS** in packets; they are well-advertised, therefore are always in demand.

**SIMMERS'** Sterling Varieties of **Root Seeds**, sold in sealed one pound and half pound packages.

**SIMMERS'** Imperial Giant Half Sugar Beet.

**SIMMERS'** Mammoth Prize Long Red Mangel Wurzel,

**SIMMERS'** Giant Yellow Intermediate Mangel Wurzel.

**SIMMERS'** Champion Purple Top Swede Turnip.

**SIMMERS'** Elephant or Jumbo Swede Turnip.

**SIMMERS'** Kangaroo Swede Turnip.

**SIMMERS'** Improved Giant Short White Carrot.

Our Wholesale Catalogue and Market Prices sent to Dealers on request.

**J. A. SIMMERS,**  
TORONTO, ONT.

BEURRE  
ŒUFS  
FROMAGE



**FORTIER & MONETTE**

**604**

**Rue St. Paul**

**MONTREAL**



# THE Retail Merchants' Journal

OF CANADA

The Official Organ of

The Retail Merchants' Association of Canada.

MONTREAL,

APRIL, 1906

## THE "E. T." CORSET COMPANY

The "E. T." Corset Company of St. Hyacinthe, the so well known company, has just been organized under the name of "The E. T. Manufacturing Co. Ltd."

The directing Board of this Company is composed of business men very well known in the dry goods retail trade; Messrs. J. B. Letendre, of the firm Letendre & Son, of St. Catherine Street; Jos. Normandin, of J. & A. Normandin of Notre-Dame Street; L. A. Dubrule, proprietor of the Royal Stores; A. O. Morin, of the A. O. Morin & Co., dry goods, wholesalers; J. N. Dubrule, manufacturer and proprietor of the "E. T." Corset Co. of St. Hyacinthe, and J. O. Gareau, the Provincial President for the Province of



J. O. GAREAU, Managing Director.

Quebec of the Retail Merchants' Association of Canada, Incorporated; O. Lemire, proprietor of the Crown Store, on St. James Street West, and President of the Retail Dry Goods' Section, Montreal Branch of the Retail Merchants' Association of Canada, Incorporated.

The success that these men have met with in the past is a warrant that they will succeed in their new enterprise. They have the necessary knowledge and experience to promote the interests of this new industry which, according to the

increase of the population, is expected to become large and prosperous.

The "E. T." Corset Company was first organized in Sherbrooke in the year 1880 by Mr. O. Gendron who associated some time later with Mr. J. H. Dubrule. The goods made by this Company have always met with the favor of the public and consequently the Company has always done good business. However, their capital being limited, it was impossible for them to develop as rapidly as the circumstances were requiring. This is the reason why the promoters have decided to form a joint stock company which will enable them to extend the business throughout the Province and the whole Dominion. It is, therefore, right to expect that, with this increase of capital, the new Company will be able to increase the quality of their product if possible, and with the popularity of the new directors the new Company has a bright future.

The capital authorized by the Incorporated Act is \$125,000, \$60,000 already subscribed and \$50,000 paid.

Many foreign capitalists have already made their application to invest some capital into the enterprise, but the directors have not yet accepted these applications, as their intention is to divide the balance of their stock amongst the retail dry goods merchants of the City and of the Province.

The office and the warehouse of the new Company are situated at No. 337 St. Paul Street.

We take this opportunity to join in with the retail dry goods merchants to wish the new company all success..



## Where Does the Money Go ?

President Willcox of the Delaware & Hudson Railway Company made a statement very recently that the increase in the price of anthracite coal during the last few years has added only very slightly to the profits of the hard coal operators. He holds that the increased price has been substantially absorbed by the great additions to cost which were caused by the strike of 1902 and the award of the strike commis-

sion. The prosperity of the producers he holds is due to the increased demand. They have made but very little more profit per ton, but have sold more coal. A statement of this sort is but a portion of the truth, because the mine owners are also owners of the railways that carry the coal, so that the profits have to be reckoned on the carrying as well as on the mining and selling of the coal.



## A PLEASING EXHIBIT.

One of the chief centres of attraction at the Pure Food show held recently in the Massey Hall, was the exhibit of Melagama Tea, put up by Minto Bros of 55 Front St. East, Toronto.

The interest manifested in this delightful beverage was so great that their demonstrators were kept continuously busy catering to the demands of the visitors.

The writer learned from an interview with the management of the firm, that not only have the sales of these Teas steadily been increasing, but for the first three months of this year they have more than trebled those of the preceeding months of 1905.

Catering as they do for the goodwill of the trade in the matter of prices and terms, novel advertising, consistent with an uniformity of stock has placed them in the enviable position they now occupy in the public favor.

To you who have not as yet secured a stock of these teas we suggest an early communication with the firm in regard to your requirements.



## EDITORS' NOTICE.

In the March issue of our journal, the word "CORONEL" had erroneously been printed instead of "CORONA", that so-well known high grade mark of selected Hams and Bacon, supplied to the Merchants by the Montreal Packing Co. Ltd. We then beg to call the attention of our readers to their corrected ad. published to-day at page 120.

## Hamburg Felt Boot Co.

Limited

New Hamburg, Ontario

HIGH GRADE

# FOOTWEAR

We manufacture all kinds of  
Felt Boots and Shoes  
and All-Wool Lumber-  
men's Knitted and  
Felt Socks : : : :

ABSOLUTE SATISFAC-  
TION in knowing that  
when you buy the HAM-  
BURG Felt Boots you have  
the BEST GOODS MADE.

Write us for samples and prices. We have JUST  
WHAT YOU HAVE BEEN LOOKING FOR.  
We sell direct from our factory, and give you  
PROMPT SHIPMENT. : : : :

THE

## DOMINION GUARANTEE CO.,

LIMITED

Head Office and Operating Room :

140 ST. PETER ST. - Montreal

Insurance against Loss and Damage by  
burglary and petty theft,  
Electric Bank, Store and House Protection.  
Automatic Fire Alarm System.  
Electric Connection to Sprinkler Systems.  
Night Watchman's Signal Box Service.

Rates and all information on application.

**CHAS. W. HACAR,**

General Manager

Telephone Main 1234

## MAPLE LEAF RUBBERS

**Glove Fitting Stylish  
Serviceable.**



MAPLE LEAF RUBBERS are manufac-  
tured in one of the most perfectly equipped  
plants of its kind in the world, and the  
largest in Canada devoted entirely to the  
manufacture of rubber boots and shoes.



### Complete Stocks

Carried by the principal Jobbers  
Ask your supply house for Maple Leaf Rubbers.

## BE IN THE RACE SELL



Gives a Black polish, not Blue. In  
the patent safety box, Clean Hands, Clean  
Clothes, Clean Shoes.

The biggest combination in the world  
for 10 cents.

BIG BOX, BIG SHINE, BIG HURRY.

**DOMESTIC SPECIALTY CO.**

HAMILTON, CANADA



The  
**Retail Merchants' Journal  
of Canada**

THE OFFICIAL ORGAN

OF  
**The Retail Merchants' Association  
of Canada**

(INCORPORATED)

✻  
"All Retail Merchants United."  
✻

PRICE, \$2.00 PER ANNUM,  
IN ADVANCE

Correspondence is invited, but we do not hold ourselves responsible for the statements or opinions of those using our columns.

Copy for change of advertisements must be sent to the office, 21 Richmond St. West.  
Phone M. 2316, not later than the 1st of each month.

Secretary and Editor, E. M. TROWERN  
21 Richmond St. West, - - - Toronto.

Treasurer, J. A. BEAUDRY,  
270 St. Catherine St. East, - - - Montreal.

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**APRIL, 1906.**

---

#### NEW BRANCHES IN ONTARIO

Organizers James Eadie and S. A. Brubacher have been actively at work the past month and have organized new Branches of the Association at the following places in the Province of Ontario,—Fergus, Drayton, Elora, Cannington, Norwood, Bradford, Clifford, Palmers-ton and Havelock, reports of which appear in this number of the journal. Besides these Mr. Eadie reports new branches organized by him since the above reports reached us, also at Beaverton, Sunderland and Bobcaygeon. Report of these are unavoidably left over until next month. All these new Branches mean increased strength and influence to the Association.

✻ ✻ ✻

#### MANAGEMENT COMMITTEE OF PURE FOOD SHOW.

The four gentlemen who formed the Committee of Management under which the Toronto Pure Food Show was so successfully carried on are to be most heartily congratulated. They have the satisfaction of knowing that the Show just closed is the most successful by far of anything of the kind ever held in Canada, and could not be surpassed, except perhaps in size, by the very best of the American Pure Food Shows.

#### RIGHTS OF THE PRESS

The result of the libel suit brought by Mr. Robert Coyle against the Toronto "Globe" for publication of the bulletin from the Department of Agriculture dealing with certain cases of infringement of the Fruit Marks Act in the packing of apples preserves to the Press the right to call public attention to acts in trade that are fraudulent when the articles published are documents of state. The way of the transgressor appears to be growing harder in these days, and those men who either through carelessness or design offer goods for sale that are not as represented are being more severely dealt with than formerly.

◆ ◆ ◆

#### PURE FOOD SHOW CURTAIN.

The Stage Curtain at the Pure Food Show at Toronto was an exceptionally well arranged device and as an advertising medium could hardly be surpassed. Hanging as it did from the ceiling to the floor, and behind the performers on the stage, it was in full view of everybody. The advertising designs were many of them unique and striking, and those manufacturers and others who displayed the merits of their goods on the Curtain can hardly help reaping a reward that will far more than pay the cost.

◆ ◆ ◆

In connection with the organization of the Hastings Branch the following editorial appeared in the "Hastings Star":—

"Mr. James Eadie, representing 'The Retail Merchants' Association of Canada, has been working 'throughout this district organizing branches of the Association in each town. A Branch has 'been formed in Hastings. As far 'as we can learn the Association 'was not organized for the purpose of boosting prices, but mainly with the intention of getting 'their rights in the legislative 'halls. The retail merchants, who 'might rightly be called the middle 'men, are class conscious and they 'are fighting for an existence. 'They see the departmental stores, 'owned by capitalists, slowly but 'surely getting what trade they 'have not already enticed away. 'They believe that these stores do 'not pay taxes in proportion to 'what the small stores pay. They 'see this and they combine, not 'for the purpose of bleeding their 'customers, but to fight the octopus."

# SURE TO PLEASE



IF you want to please  
your customers, and  
at the same time enjoy  
the feeling that comes  
from doing the right  
thing, just push : : :

**Quaker Rice**  
(Puffed)

The newest cereal and  
most unique food in the  
world. It caught the  
public fancy and has  
gained a larger sale in  
a shorter time than any  
other product in cereal  
history. Repeat orders  
testify to the goodness of

**Quaker Rice**  
(Puffed)



**The American Cereal  
Company**

Peterborough. Ont.

**“BOBS”**

Plug Chewing Tobacco

**“BOBS”**

Plug Chewing Tobacco

**“BOBS”**

Plug Chewing Tobacco

Good laster good to the last.

**5¢ PER PLUG.**



## United of action among all Sections of the Retail Trade the only remedy for existing conditions.

As time progresses the wisdom of forming an association comprised of all sections of the retail trade is more and more fully demonstrated, especially as the retail trade of the country represents more than two thirds of its commercial worth and population. The general interests of all retail merchants are common. We represent a distinct class, and as such we are united to protect our common interests. And while each trade section meets separately to consider and discuss their own trade affairs, we are all working unitedly in one common cause, and an unfair attack on one trade section means an attack on the whole legitimate retail trade of this country. To impress the importance of this relationship is the object of this article, and as our Association has now grown in strength and influence we desire to point out more frequently than we have done in the past, and hold up to the view of the retail trade generally, those opposing influences who are attempting our destruction.

They are so well known among our readers that it is almost unnecessary for us to again point out our views regarding the necessity of preserving for the best interests of the consuming public those retail merchants who have devoted years of their time in obtaining knowledge regarding their particular trade. The Boot & Shoe Dealer, the Jeweller, the Hardware Dealer, the Grocer, the Butcher, the Merchant Tailor, the Druggist, the Confectioner, the Dry Goods Merchant, and all other lines require a knowledge and special skill that costs time and money to acquire. Our object is to give each an opportunity of developing, acquiring and preserving the best knowledge they can secure, and in this way give to the public the best service that can be rendered. In recent years departmental stores have devised schemes whereby each line of trade is used as a jugglery, and in Toronto they have taken possession of the Dry Goods business and around that they toss with careless indifference the price of staple lines of all kinds of merchandise from candy to gas stoves. Sometimes the prices are up and sometimes the prices are down, just according to the manner in which they think they can best attract

the common multitude and make the public believe that they are the only people in the retail trade who are able to sell at low prices. We believe that this system is pernicious, and that the underlying principle upon which this sort of business is conducted is most unjustifiable and absolutely foreign not only to the best interests of retail commerce but also contra to that high and ennobling spirit that is set forth in the "Golden Rule" which if it cannot be practised in our daily lives should be abolished from the Moral Code. As an example of how our interests are attacked and how little the fundamental principles of the legitimate retail trade are understood even by the supposed learned and scholarly editor of the "Toronto Globe" whose editorials are supposed to mould public opinion, we herein set forth the facts concerning the reasons why the Drug Section of our Association desire an amendment to the Pharmacy Act., and the comments made thereon by the Globe newspaper editor. The object of the amendment which was introduced by Mr. Downey M. P. under the direction of the Council of the Ontario College of Pharmacy was to prevent persons having no knowledge, or who have not become properly qualified chemists, from going into the retail drug business and forming a joint stock Company and using their own name or any other name that would lead the public to believe that they were properly qualified druggists. For instance a person by the name of "Harm" who has not received the necessary education to qualify him to pass his examination and register as a qualified druggist, forms a joint stock Company and calls it "The Harm Drug Company". He engages an assistant whom we will say is a qualified chemist, but who is naturally under the direction of his employer the "Harm Drug Company" who are not qualified chemists. A prescription is put up and by an error of the chemist a life is lost and the qualified chemist realizing his error puts on his hat, takes the train at the depot and leaves the town. Under the present act no one can be held responsible. "The Harm Drug Company" cannot be held

responsible as the clerk who put up the prescription was not a member of the company, and if it so happened that the unfortunate victim was the head and sole support of a large family, they could get no redress, but would have to suffer because a company of men discovered that the law was so framed that it demanded that the individual who started a drug store must be a properly qualified chemist, but a company of men whose desire was to endeavour to make money out of a business they were totally ignorant about could start business and escape any professional requirements. Is not this system giving corporations an advantage over individuals, and against the best interests of the public? Certainly it is, and not one intelligent person in the community could be found to oppose the object of this legislation unless they had a personal and selfish interest to preserve. We would like to know what the editor of the Globe would think of allowing two farmers to practice medicine under their own names as "doctors" and engage professional men to carry out their instructions. Would the medical profession tolerate it? Would the legal profession be satisfied? Would the judges in our High Courts allow lay men to take briefs in front of them? Then how much more necessary is it to throw the greatest safeguards around the public when it has to do directly with the men who have charge of the mixing of deadly poisons.

In our opinion we would go much further than the amendment calls for and we would prohibit any company from dispensing or handling medicines unless every member of the company was held personally responsible for the deeds of the company and that they could all be placed into the police court for the deeds of the company if necessary, and they would then be placed in the same position as individuals are now held. This would be legislation in the direction of public safety and if Corporations did not want to conform to these regulations they should not be allowed to enter into the Drug business. The attention of the writer was called some time ago to an advertisement in the Toronto





## PREMIUMS FOR THE DEALER !

BLUE O.I., the "Never-Streak" BLUE, gives you with each 10-lb. box (4 sq. pkgs.) 10 extra packages more than you get with any other ten pound box of Blue, and with each 12-lb. box (3 sq. pkgs.) you get 16 extra packages more than with any other twelve-pound box of Blue. This reduces your cost 25 per cent, and you get the BEST Blue.

BESIDES THE ABOVE we will send for every 5 coupons (one enclosed in each box) one of the following valuable Premiums :

For Sale by all Jobbers.

- |                        |                                       |
|------------------------|---------------------------------------|
| 1-Hand Bag             | 5-Lady's Parasol (Black or Navy Blue) |
| 2-Stem Winder Watch    | 6-Framed Colored Engraving            |
| 3-Gentleman's Umbrella | 7-Pocket Flask                        |
| 4-Lady's Umbrella      | 8-Pedometer, 100 miles                |

**J. M. DOUGLAS & CO.,**

**Montreal**

daily press setting forth in loud praises the quality, quantity and price of Cod liver oil sold in a department store in Toronto. Two bottles were purchased and they did not contain the quality nor the quantity as advertised, and although they were quoted as being worth thirty five cents the regular price, they were not worth the supposed bargain price of fifteen cents. No prosecution could be made in the Police Court as the defence claimed that the Magistrate had no jurisdiction over Corporations, which proved to be legally correct, and as the amount did not exceed twenty cents the case had to be dropped.

Shortly afterwards a Druggist who conducts a drug store under his own name sold a customer a pint of turpentine filling a bottle which he considered held much more. The quantity proved to be less than a pint, and the druggist was summoned before the Police Court and fined five dollars and costs or thirty days hard labor. This is an evidence of the advantage that Corporations have over individuals and it is one reason why Corporations are more reckless in their advertisements and why they should not be allowed to experiment with the public in handling dangerous drugs and poisons.

Notwithstanding these facts and without stopping to thoroughly study the retail problem the editor of the "Globe", in an editorial on March 30th, says that the Retail Druggists "Hope to stop the department stores from selling drugs and medicines" and "It is a fact known to everyone that the department stores have materially decreased the price of drugs and medicines all over the Province" and "It is asked to compel the whole of its drug purchasers of the Province to pay more for drugs than they do now."

The bill makes no mention whatever about price protection, it simply asks that no individual can get behind the protecting wing of a joint stock company charter, but that all persons who sell or keep open shop for retailing, dispensing or compounding poisons, drugs or medicines must be qualified. Is this not in the public interest, and yet the vision of the "Globe" editor is clouded, and with a large department store advertisement in the pages of his paper, he throws an insult at the intelligent retail druggists of Canada by placing his paper in the position of being the official organ for the department stores and extols these institutions which are gambling in the prices of merchandise with their "Bargain Days" and some of which have been found guilty in the Courts of our land of misrepresentations and fraud the evidence of which the writer is prepared to produce at any time.

In glancing over the advertising pages of that paper we find a host of retail merchants who are and have been good advertisers in its columns for many years and we desire to say now, that the insult thrown by that paper at the retail druggists, is an insult thrown at every retail merchant in all lines of goods and an apology is demanded or absolute proof is required to show that these stores are "very good for the public". The error has been made by the Globe editor fastening his vision on a few isolated bargains which are used as a decoy by department stores and judging these decoys as being specimens of the selling price of the whole stock. If it was possible, nothing would please the department store managers more, than to be able to place the Globe newspaper and all the morning and evening papers on their counters and

sell them two for one cent instead of at the fixed prices printed on them. We wonder how long the Globe management would allow that to exist? and if they would call that speculative system of price cutting in "educational literature good for the public". We hardly think so; they see that their prices are maintained, both in their advertising rates and in the price of their paper, but when department stores slaughter other peoples goods, and when the newspapers are receiving good advertising contracts and fat checks they rush to the aid of these speculative concerns and defend them.

We think that the time has come when newspapers must choose between the advocacy of the department stores and the price cutters or the cause of those merchants who are endeavoring to build up the Cities and Towns of Canada by serving the public with goods that they have a personal knowledge about and which has been secured by years of close application and personal expense. It is our duty as an association to stand united on this subject, and deal with those news-papers who treat us unfairly as they should be dealt with.

### BANK OF HAMILTON

HEAD OFFICE

Hamilton, Ont., Canada

Commercial credits issued to Retail Merchants for use in Europe and in all foreign countries.



## SECTION DES NOUVEAUTÉS MONTREAL

Assemblée Mensuelle de la Section des Marchands Détailliers de Nouveautés. Succursale de Montréal, de l'Association des Marchands Détailliers du Canada, Inc.

L'assemblée régulière mensuelle des Marchands Détailliers de Nouveautés, Succursale de Montréal de l'Association des Marchands Détailliers du Canada, Inc. a eu lieu le 9 mars 1906, au siège social de l'Association No. 88 rue St. Denis, sous la présidence de Mr. J. O. Gareau.

Au nombre des personnes présentes, nous avons remarqué MM. O. Lemire, J. D. Couture, Capt. W. U. Boivin, A. Giroux, A. Rouleau, A. Lecompte, J. M. Marcotte, etc.

Après lecture et adoption des minutes de l'assemblée précédente, le Président fait rapport de l'entrevue qu'une délégation des Marchands Détailliers a eue avec Mgr. l'Archevêque de Montréal, au sujet du commerce fait par les Communautés religieuses. Le Président constate que Monseigneur a fait un bon accueil à cette délégation, et qu'il lui a promis de prendre en considération très sérieuse cette importante question, tout en faisant remarquer que la plupart des commu-

nautés religieuses étaient loin d'être riches, et que pour faire face à toutes les dépenses, elles devaient avoir recours à un commerce quelconque.

Le rapport du Trésorier a ensuite été lu et adopté.

On procèda ensuite à l'élection des Officiers pour l'année courante, avec le résultat suivant:

O. Lemire, Président.

Capt. W. U. Boivin, 1er Vice-Président.

Z. Arcand, 2ième Vice-Président

A. Lecompte, Trésorier,

A. Rouleau, Secrétaire.



## SECTION DES QUINCAILLIERS MONTREAL

La Section des Marchands Détailliers en Quincailleries, succursale de Montréal de l'Association des Marchands Détailliers du Canada, Inc. a eu son assemblée mensuelle lundi, le 8 avril 1906, dans les salles de l'Association, sous la présidence de M. François Martineau.

Parmi les personnes présentes, nous avons remarqué : MM. François Martineau, Médéric Martineau,

F. C. Larivière, Léger, Rhémond, Ludger Gravel, J. A. Durand, Pilon, Ranger, Jos. Versailles, Durocher, etc.

Après l'adoption des minutes de l'Assemblée précédente, le Président dit que le but de cette assemblée était de prendre en considération les avantages que retireraient les membres par l'adoption du système de l'Uniformité des Prix, et les Officiers Exécutifs font rapport des différentes entrevues qu'ils ont eues avec les marchands de gros et un certain nombre de manufacturiers. Ces rapports ont été jugés très satisfaisants.

Le Président invita ensuite le Secrétaire Provincial, M. J. A. Beaudry, à faire l'exposé du Système de l'Uniformité des Prix, ce qui a eu pour résultat de donner beaucoup de satisfaction aux membres présents. La discussion qui a suivi a été des plus intéressantes et a provoqué beaucoup d'enthousiasme.

Le Secrétaire Provincial a été chargé de préparer des pétitions à adresser à un certain nombre de manufacturiers, les priant d'adopter le Système de l'Uniformité des Prix, ce travail devant être prêt et soumis à la prochaine Convention.

## The E. T. Corset Co.

REORGANIZED

**NEW COMPANY  
NEW CAPITAL  
NEW GOODS  
NEW VALUES**



Be sure you stock up some E. T. Corsets and E. T. Shirts if you want your lines to be up-to-date, and the standard of comfort, style and Satisfaction.



## Eastern Township Mfg Co.

Head Office: 337 St. Paul St., Montreal

Factory: St. Hyacinthe

Toronto Office: 10 Melinda St.

**J. O. GAREAU,** Pres. of Provincial Board of Province of Quebec,  
Retail Merchants' Association  
MANAGING DIRECTOR.

## NEILSON'S FAMOUS Ice Cream

THE SAME THAT WAS SO MUCH  
ENJOYED AT THE TORONTO  
PURE FOOD SHOW . . . . .

CAN BE HAD AT

**307 CLADSTONE AVE.  
TORONTO.**

Dealers will do well to book for their  
Summer Supply.

# The Canadian Bank of Commerce

ESTABLISHED 1867

HEAD OFFICE - - - TORONTO.

CAPITAL PAID UP \$10,000,000 - - - RESERVE FUND \$4,500,000

Hon. GEO. A. COX, President

B. E. WALKER, General Manager

ALEX. LAIRD, Asst. General Manager

145 Branches in Canada, Great Britain and the United States.

Accounts of Corporations, Merchants and Individuals received  
on favourable terms . . . . .

Savings Bank Department at all Branches.

## MONTREAL BRANCH:

F. H. MATHEWSON, Manager

C. D. MACKINTOSH, Assistant Manager

West End Branch: St. Catherine and Metcalf Streets,

H. B. PARSONS, Manager.

## GRAND TRUNK RAILWAY SYSTEM

THE ONLY DOUBLE TRACK RAILWAY BETWEEN  
Montreal, Toronto, Chicago and Principal Canadian Centres

Modern and Luxurious Trains.  
Finest Road-Bed.  
Café Parlor and Dining Cars on day-trains.  
Pullman Sleeping Cars on night-trains.  
Courteous Employees. — Beautiful Scenery.

## Best Service for all Points

**4** Fast Express Trains each way  
week days between Montreal  
and Toronto.

**2** Fast Limited Trains each way  
daily between Montreal and  
Toronto.

Maps and handsomely illustrated literature descriptive of the  
many tourist resorts along the line of this system sent free  
on application.

G. T. BELL,

General Passenger and Ticket Agent, MONTREAL.

## The Elmira Furniture Co., Limited

ELMIRA, Ont.

WHOLESALE ARTISTIC  
Furniture Manufacturers



Our exquisite lines of fancy  
Tables, Tabourettes, Chairs,  
Rockers, and diners appeals  
to the trade as a desirable  
medium to draw customers  
and make sale.

We strive to excel in work-  
manship, finish and design.

We furnish any finish de-  
sired.

Golden Oak, Mahogany,  
Weathered Oak and Early  
English a specialty.

Mission Furniture, Arts  
and Crafts designs, of large  
variety.

THE ELMIRA FURNITURE CO., Limited

ELMIRA, Ont.





## DRUG SECTION.



### TORONTO BRANCH

The regular monthly meeting of the Drug Section of the Toronto Branch was held in the Board Room on Thursday April 5th, at 3 p. m. In the absence of Chairman, Geo. M. Petrie, Vice-Chairman Cowan presided. The attendance was good.

The Trade improvement Committee reported progress and introduced a finished package of Syrup of Linseed and Turpentine, manufactured by the Toronto Pharmaceutical Company, which met with the approval of the Section in every respect, and the report was received and adopted.

Mr. John Hargreaves presented a report from the Contract Plan Committee, expressing satisfaction with regard to the success met with in securing the sale of goods on the One Price System. The report gave the names of manufacturers who since the last meeting of the Section had agreed to adopt the Contract Plan, and gave particulars of correspondence with others.

The bills now before the Ontario Legislature and the Dominion Parliament affecting the trade came in for lengthy consideration. The Pratt Bill in the Ontario House had been thrown out and the Pharmacy Bill was still under consideration. The matter of the Bill in the Dominion House to amend the Adulteration Act was on motion of Mr. Austin, seconded by Mr. Hargreaves, left in the hands of Mr. Trowern and Mr. Waters of Ottawa, to act as a Dominion Committee to endeavor to have the Bill referred to a Special Committee of the House to be dealt with.

A discussion ensued upon the publication in certain local weekly papers of the advertisements of cut price drug stores. It was urged upon all the members that if the practice were continued they should withdraw their advertising support from such papers.

### THE LATEST

#### Montreal Druggists Meet at Luncheon.

During the past month there have been two red letter days in Retail circles and the reason is that the city druggists have met at the St. Lawrence Hall Café for their mid-day meal and after dispersing the good things set before them by Messrs Higgins & Cooper, engaged in an hour's discussion of matters pertaining to the business, especially the issuing of a modified scale of prices raised from the lowest "cut rates" which prevail more or less throughout the City. To go back to the interview of the Retail Society Committee with Mr. Bole on 17th ult. at which he promised an accord of action by one of the chief cutters, which the National Drug and Chem. Co. were in a position to assure, it was felt that the time had arrived to "get together" and improve some of the present conditions. The "psychological moment" had arrived and it was up to the druggists to seize it. The idea of a luncheon which has been successful in other instances of getting the druggists acquainted, tending to banish petty jealousies and give every man a better knowledge of faith in his neighbor was eagerly taken up by the members present and every man agreed to attend and bring another. The first was held on 22nd ult. when 25 Retailers were present, Messrs. Arthur Lyman, D. Bole and J. A. Beaudry were guests. This meeting proved to be of the gingery sort on account of the report of the price list committee who had been nominated to get up a scale of prices in the interval of the interview and this luncheon. The task was too big, the time too short, and it was soon seen that the subject required more study and "adapting". An enlarged committee was then named consisting of Messrs Filion, Woolley, Nadeau, Quenneville, Dr. Leduc, Lanctot, and Chapman, to go over this list and make such changes as their judgement dictated, and to report two weeks hence. In the mean time the committee met and with the addition of Mr. Guérin

they prepared a schedule of prices which they submitted to a meeting of exactly the same number of Retailers—no guests this time—of which there were eight or ten new faces. The price schedule was disappointing for the fact that a number of good sellers were *left off* the list, but it was explained that it was the hope and intention to add these after a short time, and raise others by degrees.

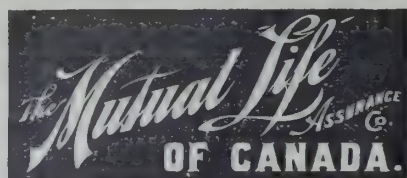
Other matters of great importance to retail trade were discussed freely, and the interest displayed was very gratifying. It is hoped these luncheons will become a permanent feature and that the most sanguine hopes of the originators be more than realized. A circular will be mailed to every druggist in the City and suburbs inviting them to be present at the next one, the date of which, at this writing has not been definitely settled.



#### NOTRE DERNIER DINER.

Enfin nous avons trouvé le moyen de réunir tous les pharmaciens pour pouvoir discuter en famille. Jeudi le 5 avril, nous avons eu au St-Lawrence Hall un très beau dîner auquel assistaient près de quarante confrères aussi nous avons fait de l'ouvrage, le rapport du comité pour rencontrer Messieurs Dr. Leduc, Quenneville et Guérin a été reçu et accepté avec plaisir, car c'est pratiquement la mort des prix coupés qui a été décidée. Le prix du camphre a été aussi mis en proportion du prix coûtant c'est-à-dire 10 centins le demi once ou quinze centins l'once. Communication a été faite par Monsieur Tremble de l'amendement Bergeron présenté à la Chambre des Communes à Ottawa, re remèdes brevetés, nous avons endossé la résolution de l'Association Pharmaceutique.

Le prochain dîner aura lieu au St-Lawrence Hall, Mercredi le 2 mai, nous espérons avoir tous les Pharmaciens de la ville de Montréal et même de la Province.



The healthy growth of this Company may be seen by a comparison of the following figures for decennial periods:

| Year | Payment to policy-holders | Assets    | Surplus  | Assurance in Force |
|------|---------------------------|-----------|----------|--------------------|
| 1874 | \$ 5,854                  | \$ 33,721 | \$ 4,293 | \$ 856,500         |
| 1884 | 66,073                    | 652,661   | 47,223   | 7,835,900          |
| 1894 | 301,681                   | 2,866,559 | 277,647  | 18,767,698         |
| 1904 | 524,615                   | 8,220,530 | 772,072  | 40,476,490         |

Extract from the President's Annual Address, March 2, 1905,

The indications are that the present year will be the best in the history of the Company.

ROBERT MELVIN, President.      GEO. WEGENAST, Manager.  
W. H. RIDDELL, Secretary.  
WATERLOO . . . . . ONTARIO.



## THE BEST

First in PURITY  
First in QUALITY  
First in UNIFORMITY

CHASE & SANBORN  
MONTREAL.

# PURE WATER

## The Gate City Natural Stone Filter



Particularly adapted for Houses, Hospitals, Institutions, Office and Factory Use. Is the most reliable and perfect germ-proof Filter in the world. The filtering medium is a **natural stone** and impurities **never penetrate it**, but lie on the surface. Internally the stone remains as pure and white after years of use as when taken from the mine. All drug stores should carry a sample or two. Absolutely **the only Filter made** embodying the essential qualities of **perfect filtration, ease of cleaning, and moderate cost**. Its value and popularity are proved by the fact that nearly  $\frac{1}{2}$  a million are now in use.

In Fine Glazed Stoneware

### PRICES

|        |                                                                          |        |
|--------|--------------------------------------------------------------------------|--------|
| No. 6  | Filters $2\frac{1}{2}$ gals. per day, top holds 4 qts., bottom 6 qts.... | \$3 00 |
| No. 7  | Filters 4 gals. per day, top holds 6 qts., bottom 8 qts. ....            | 4.50   |
| No. 8  | Filters 7 gal. per day, top holds 8 qts., bottom 10 qts. ....            | 5.50   |
| No. 9  | Filters 10 gals. per day, top holds 11 qts., bottom 14 qts. ...          | 6.50   |
| No. 10 | Filters 13 gals. per day, top holds 16 qts., bottom 20 qts. ...          | 8.00   |
| No. 12 | Filters 17 gals. per day, top holds 24 qts., bottom 28 qts. ...          | 10.00  |

### PLAIN OR DECORATED PORCELAIN FILTERS

Price on Application

Send for illustrated literature and confidential price list and terms to the trade.

**GATE CITY FILTER CO.**

Phone 6324

4 Gould St., cor. Yonge. Toronto, Ont.





## GROCERS' SECTION.



### TORONTO BRANCH.

The regular monthly meeting of the Grocers' Section of the Toronto Branch was held on Monday night, the 26th of March, at 8.30 o'clock, in the Board Room. There was a large attendance of members, the Chairman of the Section, Mr. M. Moyer, presiding. One of the unusual features of the meeting was the presence of some lady-members.

After the reading of the minutes Mr. George Good reported progress in the arrangements for the Pure Food Show. The Committee was well pleased with the hearty support that they were receiving from the Grocers and other retail merchants in the city. The street parade on the afternoon of the opening day they believed would be the very best and largest procession of the kind ever held in the city.

Mr. Trowern urged that the Grocers of Toronto should turn out well to the sessions of the Grocers' Convention at Massey Hall on the 3rd and 4th of April, in the second week of the Pure Food Show, and by their presence show their appreciation of the value of the Association's work to advance the interests of the retail trade.

Secretary F. C. Higgins reported an important English firm, with head-quarters in London and a Canadian agency in Toronto, who had agreed to place their goods on the Contract Plan System. Their communication was referred to a special committee with instructions to consider and deal with it in the best interests of the trade.

The General Secretary reported upon the progress of the Bill before the Ontario Provincial Legislature dealing with Peddlers' Licenses and other matters. The Association had secured the introduction of the Peddlers' License Bill by Mr. Lennox, Member for North York. He called special attention to some of the main provisions of the Bill. He was very hopeful that the Bill would pass at this Session. The Bill was largely the result of the Grocers' Convention last year.

The Chairman spoke of a conversation he had had with the proprietor of certain weekly papers published in the city with a view to having a section set apart every

week for the discussion of matters that would create a better understanding on the part of customers of the conditions of the retail trade.

The newspaper man had readily agreed to the plan, and he hoped that the Grocers of the city would take the matter up and make it a success. A suggestion was made by a member present, that in connection with this idea the proprietors of such papers be given to understand that if they continue to insert the advertisements of price cutters they would lose the patronage of the legitimate retail trade. A resolution was adopted embracing both suggestions.

Secretary Higgins read a couple of communications from Mr. A. McNeill, Chief of the Fruit Inspection Branch of the Department of Agriculture at Ottawa, with regard to the recent report of Dr. Sheard against the appointment of a Fruit Inspector for the City of Toronto, in which he fully explained the advantages that would follow from the appointment of such an officer, and explaining the plan under which the Inspector would carry on his work. Mr. Higgins said that the special committee appointed at the last meeting had not yet interviewed Dr. Sheard, owing to his absence from the city. Directly he returns however they will wait upon him and endeavor to secure the withdrawal of his opposition to the appointment of the Fruit Inspector.

The meeting then adjourned.



### SECTION DES ÉPICIERS.

#### Succursale de Montréal.

Une exposition de produits alimentaires purs sous les auspices de l'Association.

L'Association des Épiciers a tenu hier soir une assemblée dans ses salles, No 88 rue St-Denis.

On a d'abord discuté la question de l'uniformité des prix des manufacturiers. Et il a été décidé de faire signer

une requête par tous les épiciers pour obtenir cette mesure des manufacturiers et des marchands de gros.

On a aussi causé du pique-nique annuel. Il aura lieu cette année comme dans les précédentes. Il a été fixé au 4 juillet. Quant à l'endroit où l'excursion se fera, on a d'abord suggéré St-Hilaire, mais l'Ile St-Amour en face de Valleyfield semble davantage plaire aux membres de l'Association.

On forme un comité qui ira sur les lieux s'enquérir des possibilités de succès d'une excursion à l'Ile St. Amour.

Puis passant aux choses sérieuses, M. J. A. Beaudry, secrétaire, parle d'une "Pure Food Show" qui doit avoir lieu du 14 au 26 mai prochain, dans le "Victoria Rink", sous les auspices de l'Association. Cette exposition promet d'avoir beaucoup de succès; déjà un grand nombre de manufacturiers et de marchands de gros ont promis d'y prendre part.

Voici la liste de ceux qui entendent ainsi exhiber leurs marchandises:—Gurd Aerated Water, N. K. Fairbanks Co., Lake of the Woods Milling Co., Standard Chemical Co., Canada Maple Exchange, R. Herron Co., F.-X. St-Charles & Cie, Ozo Pickle Co., Kkovah Jelly Co., Edwardsburg Starch Co., Lowney Chocolate Co., Viau Frères, St-Charles Cream S. H. Ewing and Sons, Laporte, Martin & Cie, Ltée Improved Match Co., The Cowan Chocolate, Montreal Canning & Pres., Co., Toblers Chocolate Truro Condensed Milk, Norka Cereal Co., Eby Blain Co., Toronto; Blue Ribbon Tea, Egg O. See, Jas. Strachan, Atlantic Soap Co., Toronto, etc.



**T**HERE'S a flavor about **Canada Flakes** that seems to just touch the "spot" of satisfaction : : : The big crispy flakes demand the necessary mastication : : : : : The delicious sensation produces abundant saliva. And the food is eagerly received by the stomach, because now in perfect condition for digestion : : : : : **Canada Flakes** means a satisfied stomach and a gratified palate. : :

\*\*\*

**Peterborough Cereal Co.**  
LIMITED

## HIGHER ACCOUNTANCY COURSE

### QUESTIONS AND CRITICISMS GOOD

Audit Department DOMINION EXPRESS Co.

Toronto, Ont., June 12, 1905.

Mr. W. H. Shaw,

Central Business College, City.



Dear Sir :—I wish to thank you for the congratulations offered in your letter of June 9th and to assure you that the Correspondence Course has been responsible. Having a very limited time in which to prepare for the examination, it proved to be just what was needed to guide one's study.

This was particularly noticeable in the section for Statutory Requirements. The main features of the Acts were clearly given and with the questions and Mr. Hoskins' criticisms seemed so firmly fix the essential features on one's mind. In mentioning Mr. Hoskins' criticisms, I wish to tell you that I spoke to him on several occasions regarding the work, and could feel his interest and his willingness to give information. I have written to thank him for it.

If I can be of any use in recommending this course, I shall be pleased to be made use of and from benefit derived feel bound to answer personally any enquiries regarding it.

Yours truly,

W. H. PLANT.

The above statement refers to our splendid

### CORRESPONDENCE COURSE

of Instruction given by Mr. D. Hoskins, F. C. A., Secretary Chartered Accountant Institute of Ontario. Mr. Plant enjoyed the pleasant experience of passing his examinations last year, just as hundred of young men might do if they had his ambition, and the benefit of our Course. Particulars cheerfully given.

Cut out this Adv. and mail with your

NAME .....

ADDRESS .....

To Correspondence Department,  
C. B. College, Toronto., W. H. Shaw, Prin.

## THE ROCHESTER LAMP CO.

Call attention to their large stock of

**Oil and Gas Lamps, Glass Shades,  
Chimneys, Burners, Etc.**

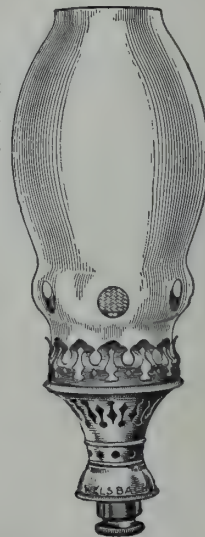
If you want the best  
selling Gas Lamp  
write us for either

**The Welsbach,  
No. 71.**

**The Lindsay,  
No. 5.**

OR

**The Wieduhold**



We also have a full  
line of the cheaper  
Lamps and Mantles  
at very low  
prices.

If you are in the  
line for Gas Fix-  
tures send for our  
Catalogue and  
Prices. To be had  
for the asking.

**THE ROCHESTER LAMP CO.**  
109 CHURCH ST. TORONTO.



**CONVENTION DES ÉPICIERS**

La première convention annuelle de la Section des Épiciers de la Province de Québec aura lieu les 17 et 18 mai prochain, pendant la première semaine de l'Exposition de produits alimentaires purs, qui aura lieu du 14 au 26 mai prochain au Patinoir Victoria, sous les auspices de la Section des Épiciers, Succursale de Montréal.

Cette Exposition promet d'être un succès. Un grand nombre de manufacturiers intéressés dans la fabrication d'aliments purs, ont retenu des espaces considérables, où ils exhiberont leurs produits.

Ces Expositions sont aujourd'hui d'une nécessité absolue. Elles sont sans contredit le meilleur moyen de démontrer au public, qu'il n'est pas toujours à son avantage d'acheter à prix réduits. Dans la majorité des cas, la réduction injustifiable des prix signifie "qualité inférieure", et lorsqu'il s'agit de produits alimentaires, cela veut dire presque toujours "falsification", mais malheureusement le marchand est obligé de donner aux clients ce qu'ils demandent, et si le client veut avoir à bon marché, le marchand est obligé de livrer une marchandise de valeur correspondante. La même chose se répète dans le cas du manufacturier, et dans l'une et l'autre occasion, la compétition semble encourager le motto : "Aussi bon pour meilleur marché". Les Épiciers de Montréal, membres de l'Association sont bien disposés à faire tout en leur pouvoir pour rendre cette exposition intéressante et en retirer tout le profit possible.

À cette convention, plusieurs conférences seront données par le professeur chimiste du département de l'Agriculture à Ottawa, Mr. A. McGill.

**TORONTO PURE FOOD SHOW.**

The second Annual Pure Food Show at Toronto has come and gone. It was a grand success in every way. The Committee of Management is to be most heartily congratulated at the results. The exhibitors co-operated in every way possible and made a most attractive and creditable showing of their products. The entertainment feature was under the management of Mr. Harry M. Bennett, who assisted most materially in putting before the visiting public a programme that in all its features was high class and most popular in character. Above all, and what was chiefly aimed at was fully attained, that is the interesting of the public of Toronto in the efforts put forth for their instruction and entertainment. No expense had been spared in order to do this, and the people of the city responded in such a manner as to insure that the Pure Food Show in Toronto will hereafter be one of the leading annual events.

The Show was one of the most extensively advertised things of the kind ever held in Toronto. The committee believed in advertising, in which the results show that they were fully justified.

**The Management.**

The Pure Food Show was under the auspices of the Grocers' Section of the Toronto Branch of the Association. The officers for the Branch for 1906 are: Mr. Moyer, chairman; J. H. Walker and W. Snuggs, first and second vice-chairmen respectively; J. Bond, treasurer, and F. C. Higgins, secretary.

The Pure Food Show Committee was composed of the following gentlemen:—George Good, chairman; M. Moyer, treasurer; E. M. Trowern, secretary, and F. C. Higgins, J. H. Walker, J. Bond, W. M. Miller, F. Giles, A. Coulter, F. Hall, A. Snuggs, A. W. Johnson, C. Simpson, J. W. Nettleton, J. M. Charlton, John Doyle, S. H. Gibbons, H. B. Somers, J. A. Hopkins, W. Dallimore, A. F. Allbight, and W. H. Hyde.

The Committee of Management for the Show was composed of the first four gentlemen, namely, Messrs. Geo. Good, M. Moyer, E. M. Trowern, and F. C. Higgins, upon whose efforts the success of the Show most largely depended.

**Objects of the Show.**

The great object of these Pure Food Shows is to educate the public to the use of pure, wholesome and

unadulterated articles of food. To attain this purpose the manufacturers of Pure Food Products are encouraged to unite together to make public exhibitions and demonstrations of their goods in an attractive manner. Expert government analysts and other officials, whose duties are connected with the protection of the public from imposition and fraud, give instructive lectures explaining how food is adulterated by unscrupulous makers and also point out the means by which these frauds can be detected and prevented.

**Opening Day.**

The Food Show was opened on Thursday the 29th of March, and continued each afternoon and evening, Sundays excepted, until Saturday evening, the 14th of April.

The official opening ceremonies came off at three o'clock on the afternoon of the first day, and were of an elaborate nature. The Show was formally opened by the Hon. Nelson Monteith, Minister of Agriculture for the Province of Ontario. The chair was occupied by Mr. George Good. Besides the addresses by the chairman and the Minister of Agriculture, Mayor Coatsworth, Rev. Dr Wild, Messrs. M. Moyer, F. C. Higgins and others spoke. Upon the platform amongst others were also Alderman Harrison, Ex-Ald. R. J. Score, and Messrs J. H. Walker, A. Snuggs, E. M. Trowern, Frank Giles and J. Coulter.

After the opening ceremonies a procession of exhibitors and retail merchants with their business vehicles, formed at the Hall, and preceded by the Committee in carriages, and accompanied by bands of music, paraded the principal streets. The procession was over a mile long and attracted any amount of attention.

**The Exhibitors.**

The number of booths for exhibitors was some seventy in all, thirty-four on the main floor of the building and the balance in the basement. The exhibits on the main floor were those of food products almost exclusively, and those in the basement of miscellaneous products and appliances, most of them used more or less in the retail grocery trade. In quality and character the exhibits left little or nothing to be desired, most of the leading manufacturers of food products in Canada being represented. Samples were given away very

# ONTARIO SUGAR Co.,

LIMITED

BERLIN, ONTARIO

Manufacturers of

## Extra Standard Granulated Sugar

ANALYSIS PROVES that Sugar made from CANADIAN  
BEETS has the same properties as that made from foreign Cane

TRY IT AND SATISFY YOURSELF

## WHY NOT

Push a baking powder that shows  
you a fair margin of profit?

## "EAGLE" BAKING POWDER

Gives the customer satisfaction  
and pays the dealer a fair profit.

5c tins—4 dozen cases—\$1.80 per case.

10c "—4 " " — 3.00 "

25c "—2 " " — 4.50 "

We prepay freight on 5 case lots.

J. H. MAIDEN

Selling Agent

MONTREAL, Canada.

SUPREME QUALITY

## STEWART'S

CHOCOLATES and BONBONS

Are made for those who desire

QUALITY

PURE-DELICIOUS

We have a beautiful line of package  
goods and novelties for the Trade.  
Our new ½ lb. and 1 lb. boxes  
**ARE WINNERS**

Write for samples and prices

THE STEWART COMPANY

TORONTO

LIMITED



liberally, and we have no doubt that the taste of the general public of Toronto has been materially educated by the universal excellence and purity of the goods that the obliging demonstrators handed out to the visitors in spoons, plates, saucers, cups or other receptacles most suited to the goods displayed. If a recommendation from the representative of this Journal who did the Show is of value it will be a good one. In the course of one certain afternoon he visited every booth and interviewed the superintendent of each exhibit. He sampled everything that was to be sampled, and many things several times over. He was afforded the opportunity also in many cases of quite liberal quantities as samples. Jams and Jellies, crackers and biscuits and cream cheeses, teas and coffees and cocoas, maple sugars and chocolates, ice creams and milk and mineral waters, cereal foods and pickles, and so on almost ad infinitum. Such was the absolute purity of all these things that they harmonized perfectly.

A keen and vigorous appetite for a number of days afterwards was by no means the least pleasant result. There could be no more convincing evidence that bad and adulterated food is a prime cause of dyspepsia and other digestive troubles. Pure Food Shows will most certainly in the course of a short time materially reduce the doctor's bills.



#### **Borden's Brands.**

Right in front of the stage on the main floor one of the most conspicuous exhibits in the whole Show was that of William H. Dunn, of Montreal and Toronto, the Canadian Agents for Borden's Brands of Condensed Milk and Evaporated Cream. These goods have been on the market for fifty years and are constantly increasing in popular favor. Of Condensed Milk there were on exhibition three brands, "Gold Seal", "Challenge" and "Eagle" Brands. Of Evaporated Cream, the "Peerless" Brand. The exhibit was under the charge of Mr. Irving, of Toronto, and Mr. Many, of New York, who were assisted by a number of obliging lady demonstrators. The booth was one of the best patronized and the samples served in dainty little cups were greatly appreciated. These goods are all to be found fully described in our advertising columns.

#### **Peters' Chocolates.**

Just next to the Borden's Brands booth was the exhibit of Peters' and Nestle's Chocolates, and Mac-Intosh's Coffee, the booth being under the management of Mr. Pike.

Lamont, Corliss & Co., of New York are the American Agents for these goods, and the Davidson Hay Company, Limited, of Toronto, local wholesale agents.



#### **Quaker Candy Co.**

Behind the Borden's Brand exhibit was the booth of the Quaker Candy Company, of Toronto, with Mr. Hardy in charge. Here Quaker Molasses Candy was constantly being made and handed out.



#### **Truro Condensed Milk Co.**

The booth of the Truro condensed Milk Company, of Nova Scotia, completed the set of four exhibits in the middle of the Hall. Mr. Woodley, a typical representative of the bluenoses down by the eastern sea, was in charge. The exhibits were of condensed milk and evaporated cream, and condensed cocoa and coffee.

#### **York Mineral Springs.**

Just next to the platform on the right centre aisle was the exhibit of the York Mineral Springs, Limited. The springs of the Company are located on Yonge Street, in the Country of York, a few miles north of Toronto. The Company claims for the water perfect purity and remarkable softness, with a natural sweetness, which makes it the most suitable that can be found for the manufacture of ginger ale and all other aerated drinks. Mr. Fred. Thomas was in charge of the exhibit, which also included various temperance drinks made from the water.

#### **Cowan Company, Limited.**

Next back on this centre aisle was the booth of the Cowan Company, Limited, of Toronto, under the direction of Mr. C. Dimmock. The goods of this company are amongst the best known and most popular in Canada, and they always make a fine exhibit. The articles they were specially demonstrating at the Show were Perfection Cocoa, Prepared Icings for cakes, of which they showed eight different flavors, Milk Chocolates, Cream Bars, etc.

The attentive young lady demonstrators were serving in cups delicious cocoa to all who cared to taste of it. The Cowan Company

people believe thoroughly in persistent advertising and they are amongst the most faithful supporters of this Journal. They also exhibited in one of the stage boxes a mammoth illuminated cocoa tin which attracted a great deal of attention.

#### **Weston's Model Bakery.**

Next beyond the Cowan Company exhibit was that of the Weston Model Bakery, with tier upon tier of boxes of varieties of Biscuits almost without number. Mr. Chas. Bodely was in charge here, and the products being specially demonstrated were whole wheat wafers, Butter wafers and Graham wafers.

#### **Red Rose Tea.**

To the left of the east aisle, close to the platform, was an attractive exhibit of "Red Rose Tea", under the direction of Mr. Geo. E. Taylor, City traveler for the proprietors.

The booth was handsomely adorned with red roses, certainly a suitable emblem, quantities of which were secured fresh every day. Mr. Taylor was well pleased with the Show, and informed our representative that they had taken many hundreds of orders from visitors.

#### **E. J. Woolverton & Sons.**

Farther along this east aisle E. J. Woolverton & Sons, of Grimsby, Ontario, showed a new and exceedingly handy wood splint package for choice fruit. The package is the invention of Mr. J. N. Woolverton, a member of the firm and quite a young man, who was present to explain its working. The design is perfectly sanitary and is intended to be used for all kinds of choice fruit, and is made so that each specimen is in full view and absolutely avoids rehandling. The fruit is packed at the orchard in half dozens or dozens, then crated and sent to market. All the grocer or retail fruit dealer has to do is to divide the crate into sizes to suit his customers, who can see exactly what they are buying and can have the fruit delivered at their homes without bruising. It is a very pretty and inexpensive package and does away with fraud in hiding inferior fruit underneath. Messrs Woolverton & Sons intend to use the package in selling their own fruit the coming season and will be the only fruit growers using it.

#### **American Chiclé Company.**

Between the last two mentioned exhibits was that of the American Chiclé Company, of Toronto, under



## Jams, Jellies, Preserves,

PURE and  
UNADULTERATED

No danger of being  
fined for selling adulter-  
ated Jams if you handle  
only the **E.D.S. Brand**.  
These are **Pure**. The  
Government analyst **says**  
**so**, and E.D. Smith **gua-**  
**rantees** them so.

Manufactured  
and for sale by

# E. D. SMITH

FRUIT GROWER AND SHIPPER

## WINONA - Ontario

Also High-Class Nursery Stock, both Fruit and Ornamental.

|                                                          |                     |                                         |                                                                            |
|----------------------------------------------------------|---------------------|-----------------------------------------|----------------------------------------------------------------------------|
| Be<br>Happy                                              | Live<br>Well<br>and | Turn<br>Over<br>a<br>New<br>Leaf<br>and | Old<br>and<br>Young<br>Every-<br>body !<br>Your<br>Grocer<br>Sells<br>Them |
| Stop Cooking                                             |                     |                                         | READY<br>TO<br>EAT<br>10c and 20c                                          |
| <b>EAT</b> <u>MRS. RORER'S</u><br><u>SARATOGA CHIPS.</u> |                     |                                         |                                                                            |

**APPETIZING**

**CRISP**

**TASTY**

## Mrs. Rorer's Saratoga Chips

Just the thing to please your particular cus-  
tomers who are in need of a spring appetiser.  
Retail at 10c. and 20c. the package and give  
you a good profit.

Ask your jobber for a sample order or write  
us direct.

**We guarantee and stand  
behind every package**

**The SARATOGA CHIP CO.**  
**HAMILTON, Ont.**



We manufacture the best and  
most attractive : : : :

## STONEWARE

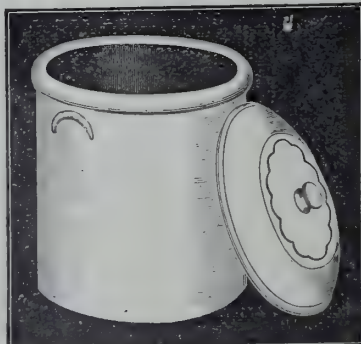
marketed in the Dominion

### JUGS

(Imperial measure),  
1/4 to 5 gal. size in-  
clusive.

**STONEWARE**  
**JARS** of all de-  
scriptions and sizes.

Write for Catalogue.



**The TORONTO POTTERY CO. Limited**

**TORONTO - - CANADA**

## FRY'S MILK CHOCOLATE

is a Food (a true Food) in every  
sense of the word. :- :- :-

It is **THE Milk**  
**CHOCOLATE**  
"par excellence"



**D. MASSON & CO., Agents**

**MONTREAL - and - TORONTO**

326 St. Paul

8 Colborne St.



the charge of Mr. J. L. Uttenweiler. They show the raw material, the product of a tree in Yucatan, Mexico, a light colored gum with a slight rubbery texture, and also the finished chewing gums of the various kinds they make.

#### **G. F. Sutton, Sons & Co.**

In the left centre aisle on the main floor and close to the platform was a handsome exhibit of the many goods made by Messrs. G. F. Sutton, Sons & Co., of London, Eng. The Canadian Agents of the firm are Messrs. Maclure & Langley, of Toronto. Mr. Martin Niermeyer, special representative now in this country, was in charge. Amongst the goods they exhibited were Sutton's Celebrated Worcestershire Sauce, various essences for flavoring, herbs for poultry dressing, lime juice cordials, etc., etc.

#### **John Taylor & Co.**

Next came the exhibit of soaps by Messrs. John Taylor & Co., of Toronto. The articles specially shown were Eclipse, Morse's Mot-tled and Infant's Delight, and many thousands of samples were distributed during the Show.

#### **International Food Co.**

Farther along Reliance Baking Powder was in perpetual demonstration, with Mr. T. L. Sparks in charge. Hot cakes, biscuits and muffins made with this baking powder were baked on the spot and handed out to all visitors. The Reliance Baking Powder is sold by the International Food Company, an American company with its Canadian Branch in Toronto.

#### **Norka.**

To the right of the west aisle next the platform "Norka" was located. The Eby Blain Company, limited, of Toronto, are the Canadian Agents. Mr. Maybee, the Coffee and Tea manager for the firm, was in charge. A saucer of Norka, served with sugar and Anchor Brand Evaporated Cream by young lady demonstrators, was a very pleasant treat to visitors.

#### **Lowney's Cocoa.**

Next came the exhibit of Lowney's Cocoas and Chocolates, with Mr. Kyle, of Montreal, in charge. Each visitor received from the lady demonstrators a receipt book with a cup of delicious cocoa.

#### **Christie's Biscuits.**

At the north end of the tier of booths on the right of the west aisle were shown scores of the hundreds of varieties of biscuits made by the old Toronto firm of Christie, Brown & Co. Amongst the samples being handed out was their newest product, called "Wafer Rolls".

#### **E. D. Smith.**

No exhibit in the whole Show surpassed in attractiveness that made by E. D. Smith, of Winona, Ontario. Mr. Smith is one of the largest and best known nurserymen and fruit growers in Canada, and a manufacturer of jams, jellies, marmalades, fruit preserves and many other products. His exhibits of jams, jellies and preserved fruits in bottles were sampled by everybody. The booth was centrally located just at one corner as the visitors turned from the back of the Hall into either one or other of the centre aisles. It was in charge of Mrs. H. M. Stephenson, who was indefatigable in her efforts to interest everybody in the excellent qualities of the goods. Mr. E. D. Smith is one of the very best advertisers in Canada and well knows the value of it. His advertisement is always to be found in this journal. The wholesale distributing agents are Messrs. W. G. Patrick & Co., Toronto.

#### **Egg-O-See.**

Immediately back of the foregoing exhibit was that of the Egg-O-See Company, under the charge of Mr. B. H. Blakeslee, of 43 Scott Street, Toronto, manager for Canada. The booth was built of Egg-O-See packages and decorated with small wheat sheaves. It was so distinctive that it immediately attracted the attention of all visitors, who stopped immediately to admire, were served with a delicious sample of the goods, and then decided to use Egg-O-See from that day on. Mr. Blakeslee expressed himself as exceedingly well pleased with the results of the Show in the orders taken and the prospects for business got through it, and in him the management is likely ever to have a strong and firm friend.

#### **Todhunter, Mitchell & Co.**

Just across the aisle Todhunter, Mitchell & Company, of Toronto, showed coffees, spices, cocoas, etc. They gave away many thousands of samples during the Show, and expressed themselves well pleased with results.

#### **Lipton Limited.**

Also across the aisle was the fine exhibit of many of the table delicacies manufactured by Lipton Limited, London, England. The exhibit was a miscellaneous one, but a special demonstration was being made of a Table Jelly. Mr. H. L. Wallace, General Agent for Ontario, was in charge, and was well pleased with the results for his firm.

#### **Neilson's Ice Cream.**

Opposite the end of the east centre aisle was located the exhibit of Neilson's Ice Cream. The firm is the largest manufacturer of Ice Cream in Toronto and every day during the Show a large quantity was handed out in samples. Thousands of people in Toronto always call for Neilson's Ice Cream and will have no other. Mr. G. E. Montgomery was in charge of the exhibit. He informed our representative that the firm had made arrangements by which every customer in the retail trade in Toronto who agrees to sell their Ice Cream this season will be furnished free of charge with a cabinet of a size suitable to their business, and the same will be packed with ice and salt to their satisfaction without cost to them.

#### **Rex Chocolates.**

Opposite the end of the west centre aisle the Gilpin Moffatt Company, of Toronto, made a nice display of Rex Chocolates and other articles.

#### **Minto Bros.**

Just at the first corner along the west aisle Minto Bros had a fine exhibit, and made a specialty of demonstrating one of their main products, Melagama Tea, which has gained an exceedingly favorable reputation throughout the length and breadth of the land. The manager of the firm is Mr. F. J. White, one of the best known tea men in Canada. Mr. A. H. Minto, was in charge of the booth, and said to our representative that the results of the Show in the number of orders they had taken from lady visitors far surpassed their most sanguine expectations.

#### **Canada Maple Exchange.**

Just opposite the East door of the Hall the Canada Maple Exchange, of Montreal, had a most complete exhibit of Maple Sugar, Maple Syrup and various other Maple

# JOHN SLOAN & CO.

## Wholesale Grocers

59-61-63 Front Street East  
**TORONTO**

Full Lines of Staple Goods at Right  
Prices. Write us for Samples and Quo-  
tations. Canned Goods a Specialty.

ALL LEADING GROCERS

BUY THE

# PEACOCK

## -BRAND OF WINES-

BECAUSE THE QUALITY IS AL-  
WAYS THE FINEST, AND CON-  
SUMERS WHO ORDER ONCE, AL-  
WAYS ASK FOR PEACOCK BRAND

**Pure :: Unfermented :: Wholesome**

MADE FROM CANADIAN FRUIT

**FLAVORS.**— GRAPE, RED CHERRY,  
BLACK CHERRY, STRAWBERRY, RASP-  
BERRY, GINGER, TOKAY - - -

Put up in cases of one dozen. - -  
Ask your Whosaler for these goods.

**BATES MANUFACTURING CO.,**  
LIMITED

9-11 Francis St. - - - TORONTO, CAN.

# STARCH.

FOR FAMILY USE

## IVORY GLOSS

IS THE CHOICE IN EVERY  
FIRST-CLASS HOUSEHOLD.

## St. Lawrence Starch Co.

MANUFACTURERS

Will

please your  
customers

and increase your trade.

# 'CORONA'

Selected **HAMS**

and BREAKFAST

**BACON**

FRESH MEATS

That delicious, toothsome,  
flavor, the distinguishing  
mark of "Corona" is im-  
parted by a special Sugar  
Cure quite our own. . . .

CORONA CREAMERY  
BUTTER

WE ASK NO RETAIL  
A TRIAL ORDER. STORES

## The Montreal Packing Co. Ltd.

MONTREAL.



Products. Mr. Small, the proprietor, was present himself during the first part of the Show, and all through these goods were in constant demand, on account of their flavor, and the attractive manner in which they were put up. The Canada Maple Exchange are advertisers in this Journal, and from all we can learn retailers who handle their goods are more than pleased with them.

#### **Atlantic Soap Company.**

Next to the Canada Maple Exchange was located the Atlantic Soap Company, whose exhibit was in charge of Mr. A. Burkholder, of Toronto. They make a specialty of certain lines of toilet Soaps and talcum powders. Woodbury's Facial Soap and Cream are two of their leading lines. Mr. Burkholder is well pleased with the results of the show, to his firm.

#### **Dalton Bros.**

Dalton Bros, of Toronto, showed complete lines of Jams, Jellies, and extracts of various kinds. The exhibit was in charge of Mr. Nettlefield. Traveler for the firm.

#### **Armour Limited.**

The exhibit of Armour Limited, Toronto, was composed of Armour's Extract of Beef, which is the basis of all their products, and also of Savory Soups and other various articles made from the Extract. Savory cups of samples were freely dispensed.

#### **Saratoga Chips.**

At the end of the Hall between the two doors, and where the public must all pass, Messrs. H.H. Service and A. J. Dillon, of Hamilton, did a most successful business in taking orders for "Saratoga Chips", which are manufactured in Hamilton.

They say that the public have taken right hold of their goods and that as a result of the Show they have placed them in the homes of fully a thousand additional families in Toronto and vicinity. They gave away as samples at their booth during the Show over six barrels of the "Chips".

#### **Campbell Milling Company.**

The Campbell Milling Company, Limited, of Toronto Junction, made a complete exhibit of their various brands of flour, in canvas and paper bags. Amongst these brands were Monarch, Crescent, Lily Queen, Queen City and Cream of the West,

#### **Canada Flakes.**

At the north end of the east aisle the Peterborough Cereal Company made a very fine exhibit of "Canada Flakes", one of the leading cereal foods. The Ontario sales agents, Messrs. Roelofson & Roelofson, of Toronto, control the exhibit. "Canada Flakes" are exclusively used in many hundreds of homes in this country. The booth was very finely decorated, and the obliging lady demonstrator was most active in bringing the article to the attention of visitors and in supplying tasty samples. A large number of orders were taken during the Show.

#### **Kkovah Brands.**

Messrs. Roelofson & Roelofson also showed the various Kkovah Jellies and other articles made by Messrs. Sutcliffe & Bingham, of Manchester, England.

#### **Windsor Salt.**

The exhibit of Windsor Salt on the east aisle was in charge of Mr. George Cliff. The salt is made by the Canadian Salt Company, and is the most largely used in Canada. The exhibit showed the article in the various stages in its preparation for market, Rock Salt, Brine and the finished product. It is put up in various kinds of packages, all of which were shown, and is absolutely pure article. The method of preparation is such that no impurities can possibly remain in it. The exhibit also comprised samples of genuine sea salt for various purposes. All through the Show there were distributed to visitors not less than four thousand small packages of Windsor Salt as samples every day. Mr. Cliff is well pleased with the prospects of increased business on account of the Show. The advertisement of Windsor Salt is always to be found in this journal,

#### **Price's Milk.**

S. Price & Sons made an exhibit of cans, bottles, etc., used in their dairy business, and gave away in free samples many thousands of small glasses of milk, amounting to three eight gallon cans every day. They secured many new customers. Their milk and other dairy products all come from their own extensive dairy farms at Erindale, on the Credit River.

#### **T. A. Lytle & Co., Limited.**

Mr. W. E. McLean, country traveller for the firm, was in charge of this exhibit, which was a very

complete one. Their "Canadian Relish" was specially demonstrated and is truly a choice article. They also showed pickles, jams, jellies, crushed fruits, etc. Their goods were used in Schwartz's Restaurant during the Show.

#### **McLaren's Imperial Cheese Co.**

"Nothing Better" is the trade mark of this firm, and indeed it expresses very well the quality of their goods. They exhibited and demonstrated especially Imperial Cheese and Imperial Peanut Butter. They claim that the latter article is preserved from rancidity simply by the removal of the germ of the nut and not by any artificial means.

#### **James Morrison Brass Mfg. Co.**

Mr. W. Weatherley, of Toronto, was in charge of the exhibit of this Company, which was not at all in food line, but was a very fine one. It consisted of electric chandeliers and fixtures, and made a striking appearance when lit up by night. These goods are all made in Toronto. The Company has recently entered into the manufacture of hammered brass fixtures.

#### **George Carleton.**

George Carleton, of Toronto, had a fine show of pickles, horseradish, etc. Mrs. Carleton was in charge.

#### **Imperial Extract Co.**

Marmelades, various extracts, etc., were shown and demonstrated by this company, which has its factory in Toronto.

#### **Maple Tree Producers' Ass'n.**

The exhibit of this Association was on the west side of the Hall and consisted of Maple Sugars and Syrups and various products therefrom. A very well made model of a sugar bush showed the old and most improved methods of collecting the sap from the trees and making the syrup and sugar. The exhibit was in charge of Mr. Kelly, of Montreal.

#### **Canadian Shreaded Wheat Co.**

The booth with this exhibit was under the direction of Mr. John Hewitt, sales agent for Canada. The two products of Shreaded Wheat and Triscuit were demonstrated, and many thousands of people were served with samples dressed in various methods as described in the receipt books issued by the company.

The best is always the cheapest. The best in the Condensed Milk line are

# BORDEN'S BRANDS



"Eagle" brand CONDENSED MILK

"Peerless" brand EVAPORATED CREAM

When goods are made from pure, healthy milk, under most hygienic conditions and scientific methods, they must be **Best** — This is what **BORDEN'S BRANDS** are — Remember this when buying again.



**WILLIAM H. DUNN,**

Scott, Bathgate & Co., Winnipeg, Man.

**MONTREAL and TORONTO**

Shallcross, Macaulay & Co., Vancouver and Victoria, B. C.

## 2

### Soap Leaders

### Silver Star

(CAKE) and

### Royal City Bar

Manufactured by

## Guelph Soap Co.,

GUELPH, Ont.

P. O. Box 45

Phone 396

✍️ WRITE FOR PRICES ✍️

## Pot Barley Pearl Barley Pure Barley Feed

WRITE US FOR QUOTATIONS.

Our New Mill is now running. It is better and larger than the old mill burned in November 1904. The Plant and Machinery are the latest improved.

OUR GOODS WILL SATISFY YOUR CUSTOMERS

## John Mackay Co., Ltd.

BOWMANVILLE, ONT.

# Seaforth Milling Co.

## MILLERS and GRAIN DEALERS

Correspondence  
Solicited

## Seaforth, Ont., Canada



**Jewel Gas Range.**

The Adams Furniture Company had a nice exhibit of these ranges, which were explained to visitors by a representative of the company.

**United Factories, Limited.**

Proceeding now to the basement of the Hall we first note the booth of the United Factories, Limited, of Toronto, containing an exhibit of woodenware, brooms and brushes of many various sorts.

**E. B. Eddy Co., Limited.**

A complete exhibit of woodenware, roll wrapping papers, matches, etc., was made by this firm.

**Taylor Scott & Co.**

This Toronto firm also had a very tastefully arranged exhibit of Brooms and Brushes.

**Oxford Ranges.**

The Oxford Stove and Furnace Company of Toronto had a very fine exhibit of stoves and ranges for both coal and gas. These are made by the Gurney people.

They are old advertisers in the Retail Merchants' Journal. The exhibit was in charge of Mr. Garbutt, who reports good business on account of the Show.

**National Cash Register Co.**

This Company showed about a dozen different sizes and styles in Cash Registers and sold several during the Show.

**John Hillock & Co.**

The Arctic Refrigerator has been for many years manufactured by the John Hillock Company, Limited, and their predecessors. They showed refrigerators and ice boxes for grocers' use, and also for Restaurants and private houses. They had some new styles in the form of Silent Ice Salesmen.

**Star Egg Carrier.**

This is a new but decidedly valuable package for the safe delivery of eggs by the grocer to the consumer. By simply moving a wire, the eggs are delivered in a moment and without handling in a pasteboard tray. The carrier was exhibited by Rochester people and is pronounced by leading Toronto grocers to be the best thing of the kind yet brought out. The exhibit was in charge of Mr. H. S. Holte, of Toronto.

**Shoe Polishes.**

Mr. Booth, of Montreal, was in charge of the exhibit of the Packard Shoe Polishes and other shoe preparations. The Nugget Waterproof Shoe Polish was exhibited by Mr. A. R. Kent, of Toronto, Canadian Agent. The Simplex Shoe Polish was also demonstrated.

**Musical Instruments.**

Messrs Mulholland and Newcombe showed the Newcombe Piano, and Mr. W. H. Burton musical instruments of various kinds.

**Singer Sewing Machine.**

Mr. Lyons, Manager of the Singer Company for the City of Toronto, was in charge of this exhibit, and reports good prospects of business through the Show.

**Business Systems, Limited.**

This Company made an exhibit of office furniture and various labor saving devices for offices, including books and fying systems.

**Miscellaneous.**

There was also quite a number of other more or less interesting exhibits. The Marshall Sanitary Mattress Company demonstrated the advantages of their mattress. The Bach Specialty Company showed washing machines. The Archer Light, Heat and Power Company, of Toronto, were represented. A new idea in metal polishing was demonstrated by the Silvercloth Company, of Toronto. The Charles Chemical Company of St. Thomas demonstrated a new preparation. Mr. George Taunt showed the Texas Star Ironing Table, a very handy contrivance to place against any common table. The World's Dustless Floor Brush Company had an article by which sweeping was made possible without raising dust, by the use of coal oil as an absorbent.

**RETAIL BOOK-KEEPING.**

Anything which reduces the amount of clerical service employed in the handling of business, must merit the serious consideration of the merchant. This truth is especially applicable to the retail trade.

In one important end of the retail trade—the Account department—this is particularly so. The methods introduced by the Copeland-Chatterson Co. and incorporated in one active book for the handling of retail business called the Monthly Account System, may be taken

as probably the most up to date and effective system yet introduced.

Instead of having a multiplicity of cumbersome books, clogged with dead accounts, there is but one active book. One active book outside the original entry covers the entire service to the Recapitulation Sheets, and provides, in a simply way, for the prompt distribution of the monthly accounts.

A few years ago, under the old system, it was the usual thing for the merchant or his clerk to work every night over the books until ten or eleven o'clock.

Now it is a most uncommon occurrence for anyone to be at the desk after the regular closing hour of business, and this radical change is due entirely to the introduction of the Copeland-Chatterson System. This is not only a labor-saving method, but assures the correct keeping of records. These individual records, by almost automatic process, take their places in proper rotation in their respective binders, and are always on hand for instant reference. If a customer asks at any time for his account, it is at hand. If the account is to be sent to him there is no delay. It is already written out, and needs only totalling and mailing.

IMPROVED  
**INTERNATIONAL**  
HIGH CANDLE POWER LIGHT

**REDUCES**  
GAS BILLS  
**INCREASES**  
LIGHT  
**OUTSHINES**  
ALL OTHERS  
**GIVES A LIGHT**  
OF MARVELLOUS  
BRILLIANCY  
AND  
**HAS NO**  
**EQUAL**



**NEW PATENT**  
GAS REGULATOR  
AND BURNER  
BURNS 90% AIR  
10% GAS  
ADJUSTMENT  
NOT AFFECTED BY  
**JAR**  
**SO SIMPLE**  
A CHILD CAN  
REGULATE IT  
**POSITIVELY**  
NO ESCAPE OF GAS  
FROM REGULATOR  
**CANNOT**  
**FLASH BACK**  
**OR PUFF OUT**

**FOR SALE**  
BY ALL DEALERS

Write for a sample dozen.

**Improved International Lights**  
Season 1906-1907

A PLEASING COMBINATION OF SCIENCE and BEAUTY

**Polished Brass Burner, Q Globe**  
**and Illuminator Mantle**  
**\$7.00 Doz.**

Controlled Canada, United States and  
Great Britain.

**The International Gas Appliance Co., Ltd.**  
535-537-539 Queen St. East  
**TORONTO, Canada.**

If you are after the quality  
trade, you must have the  
quality salt : : : :  
**WINDSOR SALT**

===== YOU SHOULD STOCK =====

→ MOTHERS' FAVORITE ←

# MELAGAMA CEYLON TEA

FOR THE FOLLOWING REASONS:

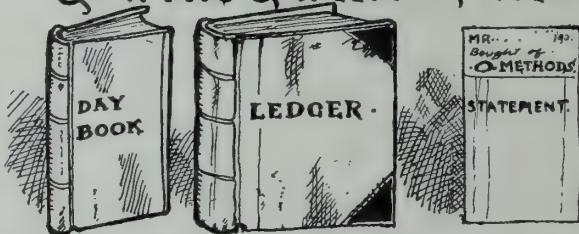
In the first place, WE HAVE THE TEAS, and by the encouragement received through the increased sales we purpose having our lines in every home in Canada.  
We cater to our patrons in regard to prices. We put up a tea that is unequalled for strength and flavor on this Continent. Our teas are being sought by the most severe critics, the word "Melagama" having become a household term with them. We carry the newest choicest and most complete lines of any house in the Dominion and can, with accuracy, fill your requirements. Don't fail to secure a trial order for Bulk and "White's Special" X, XX, XXX Blends when making selections. Place yourself in communication with us at once. Correspondence cheerfully solicited.

**F. J. WHITE,**  
Manager.

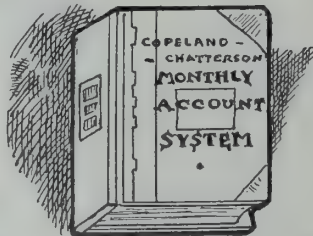
**MINTO BROS., Toronto.**

## A RETAIL DITTY.

There was a man who ran  
a store;  
And when he closed it up  
at night,  
He had to work upon his books  
& write! & write!! & write!!!



A C.C. man came unto him,  
And proved unto his great  
delight,  
That all that he need ever do  
is write.



¶ The Copeland-Chatterson Retail System consists of one book which does the work of three books intelligently and without effort on the part of the accountant.

Write for particulars and information.

**The Copeland-Chatterson Co. Limited**

Devisers and Manufacturers of Systems for Business

Head Office: Toronto.

Works: Brampton.

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## Cowan's Perfection Cocoa

(Maple Leaf Label.)

Absolutely Pure. Double  
the strength of other Cocoas,  
costs less than half a cent  
per cup.

Cowan's Chocolate,  
Cake Icings, Etc.

THE  
Cowan Co., Ltd.

## AWNINGS

ALL KINDS

TENTS, FLAGS,  
AND COVERS

TENTS TO RENT

**RAYMOND BROS.,**

172 King St., London, Ont.



## REPORTS FROM BRANCHES.

### TORONTO BRANCH

#### General Executive

The Annual Supper of the General Executive Board of the Toronto Branch came off in the Assembly Room at 21 Richmond Street West, on the night of Thursday the 22nd of February. Over sixty-five officers sat down to the tables. President Samuel Corrigan presided. On the right of the chairman were Past Presidents W. B. Rogers and John Wilmot. Provincial Treasurer for the Province of Ontario, R. C. Higgins, and Dominion Secretary E. M. Trowern; and on the left, 2nd vice President B. W. Ziemann and Past-Provincial Presidents J. Hargreaves and G. J. St-Leger.

At the other tables among others were Geo. Good, G. E. Gibbard, M. Moyer, G. M. Petrie, John Bond, J. W. Holman, J. Kendall, Walter Mann, Fred Fuerst, R. H. Pill, A. D. Adamson, H. Hills, S. R. Hanna, E. J. Denning, W. A. Ellis, W. G. Becker, J. E. Ziemann, J. H. Walker, H. R. Reynolds, Morley Ryan, Thos. McMahon, John Faye, J. H. Lock, P. N. Judah, John Impey, Charles Friday.

Mr. Harry Bennett gave a number of comic songs during the evening, with Mr. A. T. Grant, late of the East Toronto Academy of Music, accompanist.

A number of selections were also given on a concert Grand Phonograph, under the direction of Roy Wilmot. The piano used on the occasion was a Newcombe, furnished by Messrs. Newcombe and Mullhol-land.

The tables were handsomely decorated and the supper consisted of the usual courses. Grace was said by Past-President G. J. St-Léger, and the good things provided were discussed with the usual relish on such occasions.

The chairman then arose and called upon Mr. Harry Bennett for a song. He responded with "Hunkee Dee", followed by "Welcome" as an encore.

The toast of "The King" was then proposed by the chairman, and responded to by the singing of the National Anthem.

#### Chairman's Address.

The Chairman upon rising to speak was greeted with loud applause. In opening he said that he wanted to make those present aware of the fact that all in the room on the occasion of this annual supper were either past or present officers of the Association, and it would be hard to meet a better looking crowd. (Laughters). He suggested that in the future they have a banquet more frequently. He was glad to be able to say that every one of the sections belonging

to the Toronto Branch of the Association was in a healthy condition and increasing in numbers and in influence. The object of the entertainment was to bring the members together, so that they might become better acquainted, and he hoped that they would all be out at the annual business meeting a week from that night. He closed by proposing the toast.

#### The Early Days of Our Association coupling with it the names of Messrs. W. B. Rogers, G. J. St-Léger, G. E. Gibbard, J. Wilmot.

The toast was honored by the singing of "For They Are All Right Jolly Good Fellows", with the usual tiger.

Mr. Rogers was first called upon to respond, and said a few words on the very early days of the Association, when the members were few indeed, but full of zeal. He was tonight very much struck with the immense strides that the Association had made, and he predicted a great future in store for it. He was glad to say that the Association did not look after the interests of its members alone, as some organizations did, but also after the interests of the citizens, for retail merchants were in such a position that their interests were inseparably bound up with the interests of the people in general. With regard to the Board of Control of the City of Toronto, he did not think that the method of electing the Board induced the best class of citizens to seek that position and would be much improved if the two years service in council requirement at present were done away with.

Mr. St-Léger said that in looking over the assembly he thought there was as much brains to the cubic inch amongst the retail merchants as amongst any other class in the community.

He spoke of the material wealth of Canada and he quoted statistics to show that the people of this country were second only to Denmark amongst the nations of the world in the amount per head of money deposited in the banks and other institutions, and they buy and sell more per head than the people of any other countries but Belgium and England. Consequently the retail trade of Canada was of immense volume relative to population. The City of Toronto is amongst the most healthy and desirable places in all Canada to live, not excepting even the North-West, so that if the lot of the retail merchant of Canada was a comparatively fortunate one, that of the re-

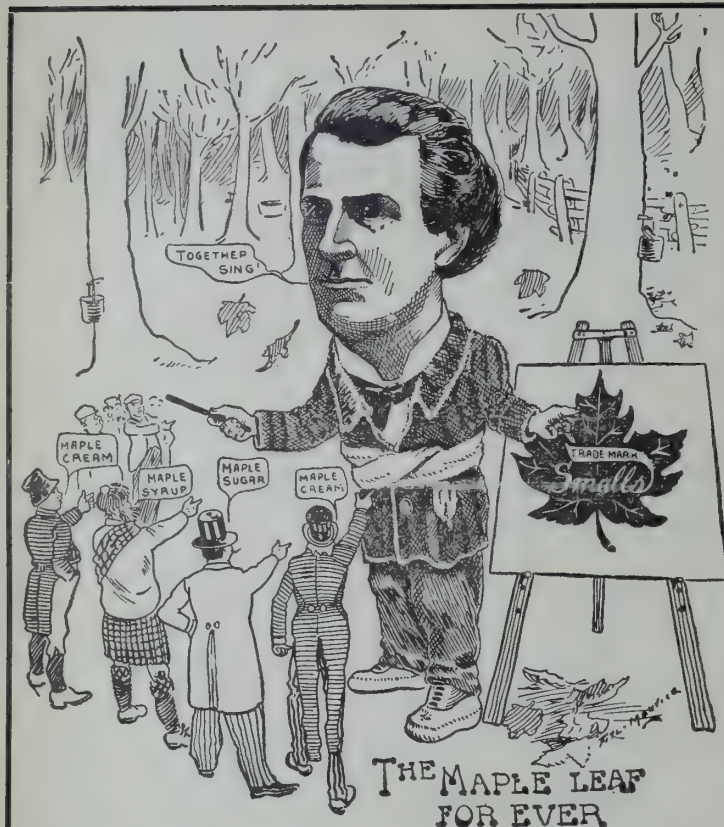
tail merchant of Toronto was even more fortunate. He enlarged upon the very great importance of industry and intelligence as elements for success in business, which if followed out persistently would make of Canada one of the richest and grandest nations in the world.

Mr. Geo. E. Gibbard was called to his feet as "one of the Old Brigade." He said that he always liked to hear men speak of our young country in a hopeful strain, for besides being the last of the Norman race Canadians promise to be the most vigorous. He recalled the earliest days of the Association, the original officers of which are all still alive with the exception of Mr. Geo. Boxall and Mr. E. M. Monphy. The objects that those few men had in view as they sat around a little table in the old days was not a selfish one, for they aimed to benefit the community. The influence of the Association is extending and its work is widening, but always with the same object in view to benefit the community at large. If selfishness began to creep in, then the organization would be nearing its demise and be the elements in operation that would destroy it. The unselfish aims of the association are recognized by legislators, and the Hon. Mr. Gibson of the late Ontario government had perhaps recognized this better than any other of those in authority that they had had to deal with, for he had said that the Retail Merchants were the only men who came before the Government who really knew what they wanted, and that they always spoke out for the good of the people. The city of Toronto and the Province of Ontario would to-day be worse off had it not been for the work of this Association. In referring to the extension of the Association into Provinces outside of Ontario he showed how the French speaking members in Montreal and throughout the Province of Quebec were filled with the same spirit that actuated the members of the Association in Toronto.

Mr. John Wilmot next responded to the toast. He said he could recall with warm feelings the little table that in the old days a few of them used to sit around to transact business, but he would much prefer to meet at tables such as those at which they were now present. Although the Association had accomplished a good deal in the past he looked forward to what is yet to be accomplished. There was a time when the different branches of the retail trade would not meet together as one body, but that was no longer the case, for they were much better able to fight their business battle united than separated.

Mr. Harry Bennett now gave "The Leader of the German Band," and in encore "La — diddley — diddley — um."





**MR. SMALL** requests those who are, or who contemplate handling Maple Products of any kind to read the following:—

**PURITY** Small's brand is pure. See Government Bulletin No. 102, Table 1, Sample No. 25391 and 26529, also  
CERTIFICATE OF ANALYSIS.

Montreal, April 17th 1905.  
"I hereby certify that I have analyzed samples of Small's Maple Syrup, marked Small's "Selected" Maple Syrup, which was purchased by me on the 6th inst., on the open market, and my test failed to detect the presence of any adulteration."—Milton L. Hersey, City & Pro. Analyst.

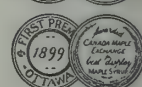
**QUALITY** Small's Brands have been awarded, with but one exception, all Gold and Silver Medals ever offered in Canada and many abroad including Europe and the Orient. It captured the only medal given in Canada last season.

**RELIABILITY** Small's Brand is scientifically packed, has stood the test of time for 25 years. Registered 1881, the oldest Maple Syrup Brand in the British Empire.

**PRICE** Small's Brands are but little higher prices than the compounds.

Small's Brand may be had through all jobbers, but if yours insist on his compounds, the "Just as good", then you may secure direct from factory. That's all. Write for Catalogue and Price List.

Government Inspector is no terror to merchant who handles Small's.



# CANADA MAPLE EXCHANGE

== The new Syrup now being on the Market ==  
**"O.K." and "LORETTE" Brands**  
 Should demand the attention of every Retailer

## "O.K." MAPLE SYRUP.

| WINE MEASURE TINS.             | PER CASE. |
|--------------------------------|-----------|
| Gallons, 6 to case.....        | \$5.10    |
| Half-Gallons, 12 to case ..... | 5.60      |
| Quarts, 24 to case.....        | 6.00      |
| Pints, 48 to case .....        | 6.00      |

## IMPERIAL MEASURE TINS.

|                               |      |
|-------------------------------|------|
| 5 Gallon Tins, 1 to case..... | 4.50 |
| 2 Gallon Tins, 2 to case..... | 3.80 |

## LORETTE MAPLE FLAVOR SYRUP.

| WINE MEASURE TINS.             | PER CASE |
|--------------------------------|----------|
| Gallons, 6 to case.....        | \$4.50   |
| Half-Gallons, 12 to case ..... | 5.00     |
| Quarts, 24 to case.....        | 5.40     |
| Pints, 48 to case .....        | 5.40     |

## IMPERIAL MEASURE TINS.

|                               |      |
|-------------------------------|------|
| 5 Gallon Tins, 1 to case..... | 4.00 |
| 2 Gallon Tins, 2 to case..... | 3.40 |

ALL GOODS QUOTED ON THIS LIST ARE NET

No Charge for Pails or Cases.

FREIGHT PAID ON 5 CASE LOTS.

ALL WHOLESALE GROCERS and JOBBERS STOCK THESE GOODS.

**The Grocers Trading & Mfg. Co.,**

189 DORCHESTER STREET,  
MONTREAL.



### The Association to-day.

The next toast was "The Association to-day" with which were coupled names of Messrs. E. M. Trowern, B. W. Ziemann and F. C. Higgins.

Upon rising to reply to the toast, Mr. Trowern was greeted with prolonged applause, which he said was gratifying to him in that they had simply been expressing their appreciation of the services he had rendered to the Association. But in order to assure success this cannot be the work of any one man, for all must work together to the one end, and he only desired to carry out the wishes of the members. The first and foremost object in view from the very inception of the Association had been to lift the retail trade to its right position in the community. Success can never be secured through the agency of one line associations, but when all classes of retail merchants band themselves together they become a power that must be recognized. The power that they can wield when united is evident from the fact that to-day the retail merchants of Canada are carrying on their shelves merchandise to the value of over two hundred and fifty millions of dollars. With all this wealth their power would be limited, but for the fact that the legislative measures they advocate are always in the interests of the community at large, which gives them a power that is irresistible. "The middle classes have always stood up for the rights of the community", he said, "and we, Retail Merchants, gentlemen, are the middle classes."

The Association has developed from nothing, until now it has in the various Provinces of the Dominion over ten thousand members. The Association was first formed in Toronto, then spread into various parts of the Province of Ontario. Then reached out to the East and took in the Province of Quebec, and now but very recently Manitoba and the North West Provinces had come in. He enlarged upon the power of the aims of the Association in binding the French and English elements of the two older Provinces together by one bond of Union, and said that the recent banquet at Montreal was one of the most magnificent sights he had ever seen.

With regard to legislation, he said that they intended to ask for two things from the Dominion Parliament at the approaching session. One thing was the removal of the fees for the inspection of weights and measures. The other was the procuring of a law whereby corporations can be made amenable to the law the same as individuals are.

The speaker then gave in detail full particulars with regard to the enthusiastic manner in which the Retail Hardware men and General Merchants of Manitoba, Saskatchewan and Alberta had joined the Association in a body when he had attended their conventions at Winnipeg a few days before, further particulars of which appear in the last

issue. A general office of the Association, fully equipped, was now open in Winnipeg. He had also formed a Drug Section in Winnipeg, ninety per cent of all the retail druggists in that city having become members. During the present year steps will be taken to organize British Columbia also, so that before another annual meeting of the Toronto Branch the Association will reach to the shores of the Pacific.

The foundation stones of the Association is justice, it aims to make it easy for all classes to do right and hard to do wrong. All must strive and work together and success was sure to follow.

Mr. B. W. Ziemann spoke at some length upon the successful record of the Association in the formation of branches throughout the country. He expected soon to see this part of the work fully completed and the Retail Merchants of the Dominion always working together in one solid body.

Mr. John Hargreaves gave an amusing experience he recently had at an entertainment where the officers of the Retail Merchants' Association were all present, and the main article of refreshment was a well known brand of tea sold by one of the large departmental stores in the city. He began to be afraid that the end of the Association was at hand, when he suddenly awoke and was glad it was only a dream.

Provincial Treasurer Higgins said that "it was good to be here." He always heard a high key note struck when engaged in the work of the Association. The Association had now a Dominion reputation and was getting a continental reputation as well as evidenced by the attention he and his fellow Canadian delegates had received at the recent United States convention at Niagara Falls. He urged the members to continue to work earnestly together and to elect men of calibre at the annual business meeting the next week.

Organizer John Impey also spoke briefly, placing emphasis upon the importance of training up the younger men to take the place of the older men when they should retire from the work.

A most pleasant evening was brought to a close by the passing of a motion, moved by Mr. Gibbard, seconded by Mr. Wilmot, thanking Mr. Corrigan and the other officers for their services during the past year.

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### LINDSAY BRANCH.

#### Annual Meeting and Election of Officers.

On Tuesday night, March 27th the annual meeting of the Lindsay Branch was held. There was a good attendance of members and the meeting was a successful and enthusiastic one. Mr. Eadie, Eastern Organizer, delivered a very intelligent and interesting address upon the recent good work and advance of the Association.

The following officers were elected for the year :—

President—A. B. McIntyre.

1st Vice-President—J. Fleury.

2nd Vice-President—W. E. Baker.

Treasurer—T. A. Fisher.

Secretary—Jos. Staples.

The Executive Committee will be appointed at a future meeting of the Branch. After some discussion a resolution was passed, asking the Town Council not to make the changes contemplated in the by-law relating to butchers, but to leave the by-law in its present form.

Several other matters of interest were also discussed.

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### DRAYTON BRANCH.

Organizer S. A. Brubacher spent a few days in Drayton the third week in March, during which he succeeded in thoroughly enthusing the merchants of that town to the good work the Association is doing. A public meeting of the merchants was held on Monday the 19th of March. Mr. H. Irvine, was called at the chair, and after a brief introductory address asked Mr. Brubacher to address the meeting, which he did at considerable length. He was frequently interrupted in the course of his remarks by different merchants, who took this means of expressing their approval of the various points that he brought out. The parts of his speech that had a particularly telling effect were those treating of the legislation now being pressed upon the Ontario Legislature and the Dominion Parliament. The population of Drayton is small compared with the number of stores in the place, which speaks well for the enterprise of its merchants, one evidence of which was given in the hearty manner in which they supported the Association. A Branch was organized, and the following officers elected :—

President—Hugh Gibb, of Gibb Bros., general merchants.

1st Vice-President—J. M. Amey, merchant tailor.

2nd Vice-President—J. C. Hefkey, of Hefkey & Mettsz, boots and shoes.

Treasurer—John S. Hornberger, tobaccos, etc.

Secretary—H. Irvine, general merchants.

Auditors—F. B. Smith, harness maker, and J. M. Robertson, of A. Robertson, Son & Co., general merchants.



## Deux Joyaux de la ligne du Pacifique.

### "Empress of Britain" et "Empress of Ireland."

Peu de jours nous séparent de la date fixée pour l'inauguration du nouveau service transatlantique rapide organisé par la compagnie du Pacifique Canadien entre Québec et Liverpool.

On se rappelle en effet que c'est au mois de mai que le premier construit de ces deux magnifiques bateaux, l'"Empress of Britain" doit exécuter son premier voyage.

Nous croyons satisfaire la légitime curiosité de nos concitoyens en leur fournissant d'intéressants détails sur les perfectionnements nombreux apportés dans la construction de l'"Empress of Britain" aussi bien que sur l'aménagement somptueux et si moderne de ce magnifique transatlantique.

Nous empruntons des détails à un article publié lors du lancement de ce navire par un journal de Londres le "Shipping World".

Il n'est pas sans intérêt de noter que l'"Empress of Britain", comme sa soeur cadette, l'"Empress of Ireland" ont toutes deux été construites à Glasgow aux chantiers si célèbres de la Cie Farfield. De ces mêmes chantiers sont sortis les deux plus puissants transatlantiques de la Cunard le "Campania" et le "Lucania" et nous ajouterons que les nouveaux bateaux du C. P. R. dépassent tous leurs rivaux comme tonnage.

L'"Empress of Britain" est le modèle le plus parfait qui ait été conçu au point de vue du confort des passagers comme de l'emmagasinage et du traitement du fret. Toute l'expérience acquise par les employés du C. P. R., dans les besoins du public voyageur a été utilisée pour arrêter les plans de ce navire.

On s'est moins préoccupé d'obtenir une vitesse extraordinaire que de faire rendre à cet énorme navire le maximum d'utilité et de confort à tous les points de vue.

La longueur totale du bateau est de 569 pieds; si vous voulez réaliser exactement ce que cela signifie, prenez la peine de déterminer sur une de nos rues, cette longueur et comptez le nombre de maisons qu'elle englobe. La largeur est de 65 pieds, la hauteur, du pont supérieur à la quille, de 40 pieds, et la hauteur totale, en ajoutant l'ensemble des ponts de superstructure, de près du double.

C'est toute une ville, que l'"Empress of Britain".

Elle offre l'hospitalité la plus confortable à 310 passagers de première classe, à 470 de seconde classe, à 500 de troisième classe, tous logés au-dessus du pont prin-

cipal du navire et à 270 passagers d'entrepont, soit, en tout, 1550 passagers, sans compter l'équipage.

Et outre de tout cela, une cargaison formidable peut se loger dans les flancs du monstre.

Il y a huit ponts superposés sur l'"Empress of Britain", et tout a été organisé de façon à fournir aux passagers le plus d'espace libre possible pour la promenade à l'air libre. Les cabines et appartements des passagers de première classe sont d'un luxe qui ne le cède en rien aux plus fastueux transatlantiques en service. Outre le grand salon, les passagers de première classe ont à leur disposition une bibliothèque, un salon de musique, un café, un fumoir tous lambrissés des bois les plus précieux. La salle à manger, salon de première classe, mesure 58 pieds de long sur 62 de large, les 310 passagers y peuvent prendre leur repas ensemble.

Nous n'entrerons point dans la description détaillée des décorations intérieures de ces appartements; une visite personnelle vous renseignera mieux à cet égard, que toutes les descriptions.

Un des points les plus caractéristiques de l'"Empress of Britain" c'est le soin apporté à l'organisation du service pour les passagers de seconde classe.

Le C. P. R. est trop au courant des conditions réelles des transports de voyageurs pour avoir méconnu l'importance prépondérante de cette catégorie des passagers, la plus nombreuse.

Aussi, tous les soins ont-ils été apportés pour assurer aux passagers de cette classe un confort qu'ils ne pourraient rencontrer sur aucun autre transatlantique.

Ils ont à leur disposition une magnifique salle à dîner-salon, un hall de réunion, un fumoir. Dans la salle à dîner, 300 personnes peuvent prendre place à la fois et la décoration ne le cède en rien à celle de la première classe. Les cabines sont spacieuses, bien aérées et luxueuses.

On retrouve la même préoccupation pour les passagers de troisième classe, lesquels ont à leurs disposition un salon pour les dames et un fumoir pour les hommes.

Il n'est pas jusqu'aux passagers d'entrepont qui ne soient traités avec un souci tout nouveau.

Ajoutons qu'un appartement spécial a été consacré aux enfants pour les passagers de première et de seconde classe et des "nurses" sont spécialement chargées de veiller sur toute cette jeune humanité.

La ventilation du navire est assurée au moyen d'appareils spéciaux appelés "thermothanks" qui au nombre de dix-huit, fournissent à volonté l'air chaud et l'air froid, et permettent de chasser l'air vicié d'un bout à l'autre du navire.

Partout on a établi des cabinets de toilette, des salles de bains, qui assurent aux passagers de toutes les classes les plus grandes commodités.

Le navire possède une installation complète pour fabriquer son électricité, cette

installation comprend trois machines et dynamos exclusivement consacrés à ce service.

Une infirmerie, une imprimerie, une boutique de coiffeur un bureau de poste, un bureau de change, complètent l'installation au point de vue des passagers.

Inutile d'ajouter que le navire est également muni d'un appareil de télégraphie sans fil, chose reconnue aujourd'hui indispensable, mais de plus il possède aussi un système d'alarme sous-marine au moyen du son, système depuis peu en usage et destiné à rendre de grands services en temps de brouillard pour éviter les collisions, ce redoutable et angoissant danger de la navigation.

L'installation des cuisines est admirablement comprise. Elles sont toutes groupées, celle de première, de deuxième et troisième classe, au centre des divers quartiers, et à proximité des salles à dîner, de façon à assurer un rapide et excellent service. Elles sont en communication directe, au moyen d'élévateurs, avec les magasins du navire où elles s'approvisionnent.

En ce qui regarde les accommodations pour le transport du fret, l'"Empress of Britain" n'est pas moins bien outillée. Pour manipuler le fret, le navire possède 12 treuils spéciaux construits de façon à ne produire aucune vibration lorsqu'ils sont en marche.

L'installation frigorifique comprend trois grandes et une petite machine du dernier modèle. Les trois grosses machines serviront à faire le froid dans les trois grandes chambres frigorifiques, et celle de moindre dimension est utilisée pour les magasins de ravitaillement du bateau. Ces machines peuvent également fournir de la glace.

L'"Empress of Britain" possède sur les deux flancs, des fausses quilles qui lui assurent une grande stabilité et réduisent presque à néant le roulis.

C'est là une innovation qui sera particulièrement appréciée des voyageurs.

Comme mécanisme de propulsion, le monstre possède six chaudières à double foyer et six autres à foyer unique, du type multitubulaire le plus récent, sont chauffées par un système de tirage forcé et construites entièrement en acier. Elles développent en marche 18,000 chevaux vapeurs et la pression de la vapeur est de 220 livres par pouce carré.

La carcasse du navire est en acier rivé hydrauliquement. Il possède un double fond et est divisé en plusieurs compartiments étanches qui assurent la navigabilité du bateau en cas d'accident grave.

On peut affirmer sans crainte que l'"Empress of Britain" offre le type le plus parfait du transatlantique au point de vue du confort et de la sécurité des voyageurs.

Sa soeur cadette, l'"Empress of Ireland" qui sera mise en service en juin, lui est en tous points semblable et égale.

Nous ne saurions mieux faire que de répéter le souhait exprimé par Sir Digby Morant, lors du lancement de l'"Empress of Ireland".

"Good luck, and God bless her".

"Bonne chance et que Dieu la protège."



### L'Association de Prévoyance et de Secours Mutuels des Bouchers de Montréal.

Mardi le 10 avril 1906, avait lieu dans les Salles de l'Association, No 88 rue St-Denis, l'assemblée bi-mensuelle de l'Association des Bouchers. Cette assemblée avait lieu sous la présidence de M. A. Leduc.

Parmi les personnes présentes, nous avons remarqué MM. O. Pate-naude, A. Prévost, H. Lambert, N. Pageau, Jean Lamoureux, Jos. Courville, P. Bédard, A. Paré et plusieurs autres.

Après la lecture des minutes de l'assemblée précédente et l'admission de deux nouveaux membres, M. H. Beauséjour a été nommé surveillant des Abattoirs de l'Est dans l'intérêt de l'Association. Le Président fait remarquer qu'il serait peut-être avantageux pour les Bouchers de se joindre à l'Association des Marchands Détailliers du Canada, Inc. afin de disposer de plus d'influence et de plus de force pour remédier aux nombreux griefs dont les bouchers ont à se plaindre.

Il suggère qu'un comité nombreux devrait être appointé avec instruction d'étudier la Constitution et faire rapport à la prochaine assemblée. Cette suggestion rencontre l'assentiment général de l'assemblée et une motion est adoptée en ce sens.



### Assemblée Générale Annuelle de la Succursale de Montréal— Rapport Elaboré du Secrétaire—Importantes Résolutions—Réélections.

L'assemblée générale annuelle de l'Association des Marchands-Détailliers du Canada, succursale de Montréal, a eu lieu, le 22 mars, au No 88 de la rue St-Denis, sous la présidence de M. J. G. Watson.

Deux cents personnes assistèrent à cette très importante réunion.

On remarquait entre autres personnalités : MM. J. G. Watson, J. O. Gareau, Frs. Martineau, P. Daoust, J. A. Beaudry, Jean Lamoureux, A. Prévost, J. A. Labonté, T. Montpetit, A. Guay, C. R. LaSalle, J. A. Doré, John Durand, Jos. Versailles, L. J. Soucy, F. Moretti, H. Lesage, etc., etc.

Après la lecture et l'adoption de minutes de la dernière séance, M. le président Watson a fait rapport du travail accompli par la succursale de Montréal depuis sa formation. Il a fait l'historique de l'or-

ganisation qui en premier lieu ne comptait que trois sections. Maintenant, la succursale compte 10 sections différentes, avec mille membres environ.

Mr. Watson dit qu'il était certain que les Marchands-Détailliers se rendent compte aujourd'hui de la nécessité de s'organiser pour protéger leurs intérêts, et dans une large mesure, ceux du public.

Le rapport du trésorier est lu et adopté. On constate que la balance en caisse est très satisfaisante.

M. J. A. Beaudry, secrétaire de l'Association, lut ensuite son rapport qui est très élaboré. Il rappelle que la succursale de Montréal a été fondée le 11 octobre 1905, et que l'année fiscale se termine le 31 janvier 1906. Par conséquent, son rapport ne couvre qu'un espace d'environ 3 mois.

Dès son début, dit-il, l'Association a été appelée à surveiller la mise en vigueur de la loi prohibant les "Timbres de Commerce." Vingt-deux causes ont été instituées contre un certain nombre de marchands et de compagnies de timbres, ce qui a eu pour effet d'amener un dénouement satisfaisant pour tous les marchands.

Continuant, M. Beaudry dit :

Nous avons également eu à organiser un banquet en l'honneur de M. Honoré Gervais, M. P., le tout ayant été fait dignement et de manière à faire honneur à tous les membres.

Des résolutions ont aussi été passées demandant au Bureau provincial de l'Association des Marchands-Détailliers du Canada, de faire application au gouvernement provincial pour amender le code municipal en ce qui concerne le colportage dans les campagnes.

Ce comité a également fait application au gouvernement provincial pour amender le code de procédure dans les cours de Circuit, afin de rendre la collection des petits montants plus économique et dans un plus court délai.

Résolution a été également passée, demandant au Bureau fédéral de l'Association de faire application à la prochaine session du gouvernement fédéral pour obtenir que l'inspection des poids et mesures soit faite aux frais et dépens du gouvernement.

Divers amendements ont également été demandés en ce qui concerne la loi des licences de la Province de Québec, surtout pour ce qui regarde les épiciers de la ville de Montréal, principalement à l'ar-

ticle des licences de gros et de détail, et à l'article concernant les transferts de licences.

Dans l'un et l'autre cas, nous avons obtenu ce que nous avons demandé, et à l'avenir, les licences de gros et de détail seront séparées, et le transfert de \$100.

Une délégation, qui avait été chargée de rencontrer l'archevêque de Montréal au sujet du commerce qui se fait par les communautés religieuses, a aussi obtenu satisfaction à ce sujet, c'est-à-dire que les points principaux dont souffrent les marchands seraient remédiés.

On adopte ensuite d'importantes résolutions.

Les plus importantes sont celles-ci : Résolution nommant un comité pour s'enquérir de tous les détails concernant la manière dont sont prélevées les taxes d'affaires et autres, avec instructions de trouver moyen d'égaliser le pourcentage payé par les différentes classes de commerçants ;

Résolution recommandant au bureau provincial d'adopter les mesures nécessaires pour faire cesser le commerce de détail fait par les marchands de gros ;

Résolution demandant à ce que des mesures plus énergiques soient adoptées pour protéger la santé publique, en ce qui concerne la distribution de la viande malsaine et impropre à la consommation. Les bouchers qui font partie de l'Association exigent que les viandes mortes apportées de la campagne doivent être inspectées avant d'être livrées aux consommateurs.

Les bouchers demandent aussi qu'une distance de cent verges soit exigée entre chaque étal privé en dehors des limites des marchés, et que la licence pour chaque étal ne soit obtenue que pendant le mois de mai, ce qui aura pour effet d'empêcher des gens irresponsables d'obtenir une licence à l'automne et de faire un commerce également irresponsable.

Cette résolution, qui a été accueillie avec enthousiasme, a été fortement appuyée par MM. Jean Lamoureux, A. Prévost et par tous les bouchers présents.

La dernière résolution a rapport à l'uniformité des prix. Elle a pour objet d'empêcher les fausses représentations dans la qualité des marchandises.

On procéda ensuite à l'élection des officiers qui donna le résultat suivant :

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Burning outfits supplied.

Wood stains and finishing gloss  
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Retailers now is your time!  
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1er vice-président, J. O. Gareau, réélu ; 2me vice-président, Frs. Martineau, réélu ; trésorier, P. Daoust, réélu ; secrétaire, J. A. Beaudry, réélu ; auditeurs : J. G. A. Filion et P. Bruneau.

Après avoir voté des remerciements aux officiers sortant de charge, l'assemblée se dispersa.



#### FERGUS BRANCH.

The Retail Merchants of the Town of Fergus met in the Council Chamber on Tuesday the 20th of March, at 10 o'clock a. m., to hear Organizer S. A. Brubacher explain the objects of the Association. Mr. Adam A. Armstrong, a leading grocer of the town, occupied the chair. All present expressed their appreciation at having had the pleasure of listening to Mr. Brubacher's able address, and were glad to hear what the Association has been doing in the interests of the Retail Trade of Canada. A large number signed the membership roll, and the following officers were elected :—

President—Adam A. Armstrong, grocer.

1st Vice-President—Jas. Russell, Jr., general merchant.

2nd Vice-President—H. L. Harrison, boots and shoes.

Treasurer—A. E. Nichols, hardware.

Secretary—S. R. Davey, druggist.

Auditors—A. C. Steele, general merchant, and Jas. Pattison, general merchant.

One remark made by Chairman Armstrong was very much to the point. He said that the Retail Merchants of the Dominion are an immense power when united, a fact that they had not recognized in the past. He was confident that the merchants of Fergus would do all that lay in their power to assist the head office of the Association in securing legislation to further and improve the conditions of retailing throughout the country at large as well as locally.

The Merchants of Fergus have wisely taken into their Branch Mr. J. C. Templin, editor and proprietor of the "News-Record" of that Town, who will be of great assistance to the local organization, and we hope to the Association at large, by keeping the interests of the Retail Trade constantly before the public. A live journalist can help very materially in this way and will

reap a most substantial reward for himself as well.

The Fergus Branch will take the place of a Board of Trade in that town, and its members are already laying plans for joint effort in endeavoring to secure new industries and otherwise advance local interests generally. The enterprise of the people of the Town is shown in the appearance of the place, which is well built, the buildings being generally of stone, which gives an air of stability. We predict for the Fergus Branch a career of great usefulness, both locally and for the association at large.



#### CANNINGTON BRANCH.

On Friday evening, 23rd March, an impromptu meeting of the merchants and business men of Cannington was held in the Council Chamber. Reeve W. A. Robinson was in the chair. The Chairman explained the object of the meeting and introduced Organizer James Eadie, who fully and at considerable length explained the aims and objects of the Association. One point he especially emphasized was that the Retail Merchants of Canada paid fully forty-five per cent of the taxes of the country, and should exercise an influence commensurate with it. He spoke highly of the good work being done in the Local Legislature by W. H. Hoyle, member of North Ontario, for the benefit of the people. At the close of the address a resolution was adopted forming a Branch of the Association, and the following officers were elected :—

President—Fred. Brandon.

1st Vice-President—Nelson McLeod.

2nd V.-President—John J. Shier.

Treasurer—W. H. May.

Secretary—W. A. Matthews.

Every merchant and business man in Cannington is a member of the Branch in that town, which will hold monthly meetings.



#### HASTINGS BRANCH.

A meeting of the merchants of Hastings was held in the Council Chamber on Friday evening, March 9th, for the purpose of organizing a Branch of the Association in that town. There was a good attendance. It was moved that Mr. A. Cameron should take the chair and Mr. Jas. O'Reilly acted as secretary. Organizer James Eadie was present and gave a well prepared address

upon the work the Association has been incorporated to do, and explained fully the advantages that would accrue to the merchants of Hastings by belonging to such an organization. He dwelt especially upon the very valuable work being done by the Association in the way of securing legislation in the interests of the Retail Trade. He pointed out the remarkable growth of the Association since its inception a few years ago, it having now been fully established in all parts of the Provinces of Ontario and Quebec, and Manitoba and the North West Territories having but recently been added.

The matter of forming a branch was discussed very fully, and a motion to that effect was passed. Also a motion to adjourn to Wednesday the 14th of March, for the purpose of organization and the election of officers.



#### ELORA BRANCH

The Elora retail merchants met in the Council Chamber on the evening of March 13th, to hear organizer S. A. Brubacher explain the work of the Association. Mr. Brubacher's address was of considerable length and very much to the point. The chairman led in the after discussion, which was altogether favorable to the organization of a branch in the town. A branch was accordingly organized, and the following officers elected :—

President—J. W. McCully, Boots & Shoes.

1st Vice-President—James Richardson, Grocer.

2nd Vice-President—A. Kerr, Butcher.

Treasurer—A. Carswell, General Merchant.

Secretary—William Campbell, General Merchant.

Auditors—A. Hobbs, Hardware, and F. G. Campbell, Druggist.

The Merchants of Elora had had for some time under consideration the forming of a Board of Trade in the town. This will not now be necessary, as the Association will effect more than a Board of Trade possibly could.

Elora is noted for its famous falls and imposing rocky scenery along the banks of the Grand River, thus making the place a favorite summer resort. The Branch of the Association in that town gives good promise of a very useful career.



#### HAVELOCK BRANCH.

A public meeting of the retail Merchants of Havelock, was held in the Council Chamber on Tuesday the 6th March, at three o'clock in the afternoon.

Mr. J. V. A. Coon was called upon to preside. There was a very fair attendance of the Merchants of the place. The chairman stated the object of the meeting was to consider the formation of a Branch of the Retail Merchants' Association of Canada. He thought such an organization not only a good thing but also a necessity, and that Havelock should be

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Our Travellers are now on the way to see you.

New Designs, New Trimmings, and the best quality on the market. :-: :-: :-: :-:

Our "CEETEE" Full Fashioned, 2 and 3-ply Underwear is equal to any imported, at lower prices. :-: :-: :-: :-:

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Travellers will call on you in good time and to wait for them will be to your interest.

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A dry powder put up in metal tubes 22 inches long. Hangs on strong nail or hook.

It will instantly extinguish the most furious flames of wood or oil.

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represented. He called upon Organizer James Eadie, who spoke at length upon the objects and work of the Association, dwelling especially upon the legislation in the interests of the retail trade that is now being sought for from the Dominion Parliament and the Ontario Legislature.

After Mr. Eadie's address the meeting was thrown open to general discussion.

Reeve James Thompson was the first speaker. He thought it would be a good investment for the Merchants of Havelock to belong to such an organization, even though it were only for the regulation of Peddlers, the easier collection of small accounts and the reform in the inspection of weights and measures. Mr. Barre<sup>t</sup>, Mr. Williams and others also spoke.

A resolution to form a branch of the Association was then unanimously passed and the following officers were elected:—

President—J. V. A. Coon.  
1st Vice President—Jas. Thompson.  
2nd Vice President—Chas. Pearce.  
Treasurer—A. C. Denike.  
Secretary—J. W. Beyan.



#### NORWOOD BRANCH.

The Retail Merchants of Norwood, Ontario, met in the King's Hotel, on the 7th of March, to consider the question of the formation of a Branch of the Association in that place. Mr. E. P. Cuffe, President of the Board of Trade, was in the chair.

Mr. James Eadie, Eastern Organizer, was present, and addressed the meeting, after which the chairman spoke, warmly endorsing the aims and objects and the work of the Association, as explained to them by Mr. Eadie. The following gentlemen also spoke enthusiastically along the same lines:—Messrs. J. F. Pearce, E. C. Squire, Stephenson, A. S. Harrison, O. Ball, Tucker, Park, Johnston, and others.

A motion was unanimously carried to form a Branch in Norwood, and the following officers were elected:—

President, J. F. Pearce, of Messrs J. B. Pearce & Son, General Merchants;  
1st Vice-President, E. P. Cuffe, Dry Goods;  
2nd Vice-President, Geo. W. Buck, of Messrs Buck & Buck, General Merchants;  
Treasurer, C. W. Waters, of Messrs R. W. Watters & Son, General Merchants;  
Secretary, E. C. Squire of Squire & Sons, Produce Merchants.



#### BERLIN BRANCH.

**Appoint Committees to Interview Member of Parliament.**

**Will Enforce Early Closing By-law.**

At the monthly meeting of the Berlin Branch on March 12th, a lot of important business was transacted.

The early closing by-law of the Town came in for a good deal of discussion, its non-enforcement being strongly criticized. A committee was appointed to wait upon

the chairman of the Police Committee of the Council to endeavor to have the by-law properly enforced.

The practice of many manufacturers and wholesalers selling to consumers at wholesale prices was condemned, and a committee appointed to draw up a strong letter fully setting forth the grievance in all its aspects, which letter will be presented to the manufacturers and wholesalers as a protest from the Berlin Branch.

A committee composed of Messrs. E. Smyth, F. E. Macklin and W. A. Clark, was also appointed to interview M. J. E. Seagram, M. P., and Dr. Lackner, M. P. P., for the Riding, to explain to them the details of the legislation being sought by the Association from the Dominion Parliament and the Ontario Legislature at their present sessions, and to ask them to give their support to these measures. The Dominion Parliament is being asked to pass legislation making the Directors of Corporations amenable to the criminal law the same as individuals now are, and also to have the inspectors of weights and measures and scales paid out of the public treasury instead of by fees from the retail merchants whose weights and measures are inspected.

The Ontario Legislature is being asked for amendments to the Transient Traders and Peddlers' License Act and the Division Court act so as to facilitate the collection of small accounts.

Messrs George Potter, A. K. Jansen and A. J. Roos were delegated to see the proper authorities regarding the auction sale of jewelry at the market house.

The meeting then adjourned.



#### NEWMARKET BRANCH.

Whilst at Aurora recently Mr. James Eadie, our Eastern Organizer, called upon the Secretary of the Newmarket Branch, Mr. J. Broughton, Druggist, and was pleased to hear that the members in that Town were doing excellent work.

Mr. Brubacher visited the place with the object of organizing a branch of the Association, but until the voting was over and the result announced he could not get in even edgewise, and had to be content with watching the contest. But at seven o'clock in the evening he succeeded in getting the merchants to meet in the parlor of the Mansion House, and within an hour's time the work of the organization of a Branch Association was completed. Mr. John Hillhouse acted as chairman of the meeting. Mr. Brubacher's address was listened to attentively, after which the chairman and many others spoke very appreciatively of the Association's work, and a resolution was unanimously passed to form a Branch. This was at once done, but the election of officers was left over to be dealt with at a future meeting.

Mr. Brubacher has expressed himself as exceedingly well pleased at the extreme readiness with which the merchants of Clifford grasped the many benefits they would obtain by belonging to such an organization as The Retail Merchants' Association of Canada, and reports that the Branch in that place is likely to be one of the most active in all Ontario.



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# Commercial News.



## AFFILIATION DE COATICOOK

### A l'Association des Marchands Détailleurs du Canada, Inc.

Le 9 mars 1906, avait lieu à Coaticook une assemblée de tous les principaux marchands de cette ville, dans le but de considérer la question de leur affiliation à l'Association des Marchands Détailleurs du Canada, Inc.

Pour la circonstance, on avait invité Mr. L. A. Bayley, 1er Vice-Président Provincial de l'Association, ainsi que Mr. J. A. Beaudry, le Secrétaire Provincial. Ce dernier ayant été demandé de faire l'exposé de cette organisation et de son mode de fonctionnement, il le fit en termes choisis et des plus convaincants. Il fut donc décidé par tous les membres présents qu'il était de leur intérêt de se joindre à cette Association et former la Succursale de Coaticook.

On procéda donc aux élections, et les messieurs suivants furent élus :

Président, Mr. A. L. Dupuis,  
1er Vice-Président : B. J. Smith,  
2ième Vice-Président : A. Hall,  
Trésorier : E. P. Dupuis,  
Secrétaire : A. A. Woodman.

On fit l'installation des Officiers qui exprimèrent leur intention de faire tout en leur pouvoir pour travailler à l'amélioration du commerce en général.

Les marchands suivants assistaient à cette assemblée :

MM. A. Hall, J. B. Dionne, J. H. Knapp, B. J. Smith, A. A. Woodman, Lajoie, Jos. Audet, jr. A. L. Dupuis, J. C. Webster & Son, E. P. Dupuis, Jasmin & Jasmin, S. Bachand & Fils.

## SCULPTURE IN COAL.

A shoemaker in Nottingham, England, has made a model of a woman's shoe from a solid block of coal.

The only tool he used was a file.



### The Eight Gallon Milk Can.

Mr. Arch. Campbell, M. P., will again bring up in the Dominion Parliament his bill to make the eight gallon can the legal standard for milk. He is strongly endorsed by farmers who produce milk.



### Coal Consolidation in Cape Breton

It is reported that an effort is being made to consolidate all the smaller Coal properties in Cape Breton under one great centralized management. The Capital of the New Company and value of the properties that they will control is placed in the neighborhood of thirty million dollars. The New Company will be a rival to the Dominion Coal Company, and the moving spirit in its organization is said to be Henry M. Whitney, who was the original promoter of the Dominion Coal Company.



Success comes to men who do things. It does not chase after anybody.

Watch your expenses and your profit and loss account will show a favorable balance.

The city of Winnipeg has now an estimated population of one hundred and fifteen thousand.

The next Torpedo Boat Destroyers to be built for the British Government will have a speed of forty-one miles an hour.

It is estimated that the "Jolly Schmokers" of Great Britain spend nearly fifty million dollars every year in tobacco and pipes.

The Galt Electric Gas Fixtures, Limited, is a newly incorporated company, with its headquarters at Galt, and with an authorized capital of \$110,000.

The lawyers still have the big pull in official circles in England, no less than eight members of the new British liberal government being men of the legal profession.

At a public meeting in Perth recently a resolution was passed asking the Council to take steps to have a Carnegie Library established in the town.

The well of genius occasionally runs dry, as was evidenced the other day when the editor of an American comic paper committed suicide through melancholy.

An enterprising barber in Peterson, New Jersey, has a telephone attached to his barber chair, so that in case of necessity patrons can communicate with their offices while being shaved.

A jewelry firm in Toronto employs a man whose sole duty during three days of the week is to visit private residences, business houses and factories to wind up big old clocks that are kept as heir looms or curiosities.

The shipping trade of St. John, N. B., is increasing at a very rapid rate, the merchandise shipped from that port the past four months being almost equal in value to the total shipped during the whole of the year previous.

Toronto last year spent almost a million dollar in improvements in its churches and building new ones. The Methodists led with an expenditure of over three hundred thousand, and the Congregationalists with an expenditure of two hundred thousand. The Jews spent seventy-five thousand dollars.

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Special rates by Week.

WRITE FOR ILLUSTRATED BOOKLET

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TORONTO &amp; HAMILTON

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Unequal Restorer.

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—**Table Syrup** was the best and most profitable syrup to  
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Now for nearly **50** years we have been making the very best culinary and laundry  
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TO THEM. IT PAYS . . .

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Works,  
CARDINAL, Ont.

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## IMPERIAL SYRUP CO.

MONTREAL, QUE.



THE  
**Retail Merchants' Journal**  
OF CANADA

Vol. 4

May, 1906

No. 5

All Retail Merchants United



The Official Organ of  
**The Retail Merchants' Association of Canada**

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## Diamond Fire Extinguisher

A dry powder put up in metal tubes 22 inches long. Hangs on strong nail or hook.

It will instantly extinguish the most furious flames of wood or oil.

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samedi. C'est le journal des classes intellectuelles, car  
c'est le plus littéraire, le mieux fait, le mieux illustré  
et le plus complet .. .. .

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Sets of Handsome  
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We've  
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Let us  
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If so give us the opportunity of proving to you  
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which is better value, and a quicker seller, than  
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A TRIAL ORDER WILL CONVINCE YOU THAT OUR CLAIMS ARE JUST.

## LAKE OF THE WOODS MILLING Co., Limited.

Montreal,      Winnipeg,      Keewatin,      Portage la Prairie,  
Ottawa,      Toronto,      Quebec,      London, Ont.,      St. John, N. B.

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## COTTON DUCK BELTING

Made in Canada



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**Maple Leaf** is made of the best cotton duck woven to our own special formula.

**Maple Leaf** is the truest running belt on the market.

**Maple Leaf** is superior to either Rubber or Leather and in many places will do work that no other make of belt will.

**Maple Leaf** is suitable for all kinds of factories, mills, etc., for power and carrying.

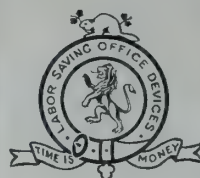
### MAIN DRIVE BELTS A SPECIALTY

Ask for **Maple Leaf** and take no other.—Beware of imitations.

MANUFACTURED ONLY BY

**Dominion Belting Co., Limited**  
HAMILTON - - - CANADA

Use our **Maple Leaf** Belt Dressing.



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FOR THE

## Retail Merchant

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MAKERS OF *and* FILING SYSTEMS

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BRANCHES: Montreal, Ottawa, Halifax, Winnipeg and Vancouver.

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Limited

New Hamburg, Ontario

HIGH GRADE

# FOOTWEAR

We manufacture all kinds of

**Felt Boots and Shoes**  
**and All-Wool Lumbermen's Knitted and Felt Socks** : : : :

ABSOLUTE SATISFACTION in knowing that when you buy the HAMBURG Felt Boots you have the BEST GOODS MADE.

Write us for samples and prices. We have JUST WHAT YOU HAVE BEEN LOOKING FOR. We sell direct from our factory, and give you PROMPT SHIPMENT. : : : :

# BEURRE

# ŒUFS

# FROMAGE



**FORTIER & MONETTE**

604

Rue St. Paul

MONTREAL



# THE Retail Merchants' Journal

OF CANADA

The Official Organ of

The Retail Merchants' Association of Canada.

MONTREAL,

MAY, 1906

## FAULTY APPLE PACKING

The Dominion Fruit Marks Act provides not only against fraud in the packing of Fruit for market but against carelessness as well. A recent case was tried in Brantford, and George Miles, a shipper, and E. Savage, a packer, both of Norwich, were charged with a violation of the Act. They offered no defence and the minimum fine was imposed. Dominion Fruit Inspector J. J. Philp, of Winnipeg, received a complaint from Prince Albert, Sask., with regard to a shipment of apples. He went to Prince Albert and found the apples much below the grade marked on the barrel. He then came all the way down to Norwich and interviewed the packer and shipper. The shipper said he thought it a hardship that he should be made responsible for faulty packing, but after fully investigating the whole matter the Inspector decided to lay a charge against both men, with the result above mentioned.



## PURE FOOD ITEMS

The Jews as well as Gentiles have ideas with regard to what is fit and what is not fit to eat. The Jew regards the pig as an unclean animal, and his religion forbids him to use it as an article of food in any way. Not long ago the Jews of the city of Toronto objected to children of their faith being compelled to use lard in the Domestic Science Classes in the schools. The school authorities met their wishes in this matter, so that the Jewish girls no longer cook with lard.

## NEWS OF INTEREST TO BRANCHES

The municipal Council of Locknow purpose purchasing the Casgrain property in that place, on which to erect the new Town Hall and the Public Library, for which latter Mr. Carnegie has agreed to give \$7,500.

It is reported from St. Thomas that Mr. A. S. Smith, who purchased "The Journal", of that city, last October, has sold the newspaper to a joint stock company, and that Mr. G. Hay, of St. Thomas, will be business manager.



## Fruit Growers on Adulteration of Jams

At the Dominion Fruit Growers' Convention held at Ottawa on the 20th and 21st of March, the following resolution was passed bearing on the adulteration of jams and jellies;—

"Whereas a large percentage of the jams and jellies labelled 'genuine' or 'pure' which are offered for sale within the Dominion are adulterated, and whereas the low prices quoted on these articles secure for them a ready sale to the disadvantage of the pure article; and whereas the interests of the manufacturers of pure goods, the fruit growers and consumers are thereby impaired, therefore be it resolved, that this conference urgently requests the Federal Government to secure the immediate enforcement of the Pure Food Act, and that the Act be so amended as to compel the manufacturers of jams and jellies to print their formula on their labels."

## A NEW FRUIT PACKAGE.

One of the features of the Pure Food Show at Toronto of interest to Retail Merchants, was a New Fruit Package which is being introduced by E. J. Woolverton & Sons, of Grimsby. It is a small skeleton package which displays every individual specimen of fruit. This is a feature which will commend it to the trade and will be welcomed by consumers. All the requisites of a sensible fruit package are combined in this device, and if time is money saved, the grocer who receives his fruit in these packages will be relieved of all rehandling or transferring to paper bags.



## THE METRIC SYSTEM.

Professor J. C. McLennan, of the University of Toronto, recently gave a public lecture on the Metric System to business men in Toronto.

The Lecture was fairly well attended and was listened to with a good deal of interest. There was an open discussion after the lecture and there was some dissent as to the advisability of the adoption of the system in Canada, although the majority of those present appeared to think well of it.

The lecturer stated that the system had been adopted in forty-three of the modern countries of the world. Only Great Britain, the United States and Russia had refused its recognition.

The standard of length is the "metre", of weight the "gramme", and of measures the "litre". All divisions and multiples of these are reckoned in tens, hundreds, thousands, and so on, similar to the decimals in currency.

## Windsor Salt

is one of the good "little things" that are indispensable in the model grocery.

# FRUIT FOR 24th MAY

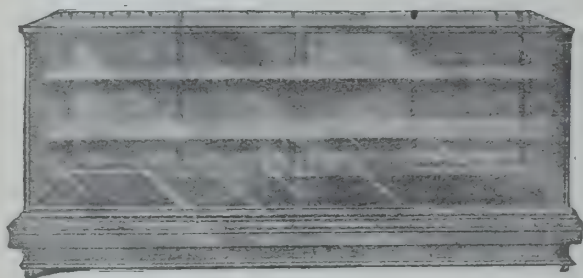
## Bananas, Pine Apples, Strawberries, Oranges

AND A FULL LIST OF

Early Vegetables, Cabbage, Cucumbers, Beans and New Potatoes, etc.

CONSTANT SUPPLIES AT LOWEST MARKET PRICES.

**WHITE & CO., Limited - - - Toronto & Hamilton**



Best on earth—the "Coronation" (Patented) has no equal,

**ALL CLASS TOP** — NO WOOD frame ABOVE or AROUND the glass to become scratched, dirty and unsightly in appearance.

N. R. LINDSAY,  
Manager,  
Phone Main 3611

**DOMINION SHOW CASE CO., 43 to 56 Hayter St. TORONTO**

### If it's a "Coronation," It's the Greatest Money Maker.

The verdict of everyone—even our competitors—who have seen our patent "Coronation" RAPID SALES Case is that there is nothing to equal it on the market at the present time. It is a peerless case in every respect, and is without a rival anywhere. It has become so popular that it keeps us hustling to keep up with our orders. We are putting this style of case into all the best stores in Canada, from the Atlantic to the Pacific. We have recently placed \$1,000.00 worth of them in one store alone in this city, thus proving the superior claim of this magnificent and greatest money-making case.

A FIRST-CLASS photo cannot do this case justice, much less a cut of any kind. ALSO MADE IN K. D. STYLE. The SIMPLEST and BEST in the market. None so good for the price. None better at any price.

Stylish

Comfortable

## MAPLE LEAF RUBBERS AND MAPLE LEAF VACATION SHOES

SELL ON SIGHT

Durable

Perfect Fitting

Mr. Merchant

Don't carry SHELF WORN CORSETS.  
Job them out it will pay you. Get the  
CORSET TRADE of your town by stock-  
ing up to date brands

## E. T. Corsets

WILL DO THE TRICK.

Watch for our Drummer or write for Catalogue.

**Eastern Township Mfg. Co. Limited**

Head Office: 337 ST. PAUL ST., Montreal

Toronto Office: 10 Melinda St.

Quebec Office: 26 St. Jean. Factory: St. Hyacinthe



The  
**Retail Merchants' Journal  
of Canada**

THE OFFICIAL ORGAN

OF

The Retail Merchants' Association  
of Canada

(INCORPORATED)

"All Retail Merchants United."

PRICE, \$2.00 PER ANNUM,  
IN ADVANCE

Correspondence is invited, but we do not hold ourselves responsible for the statements or opinions of those using our columns.

Copy for change of advertisements must be sent to the office, 21 Richmond St. West.  
Phone M. 2316, not later than the 1st of each month.

Secretary and Editor, E. M. TROWERN  
21 Richmond St. West, - - - Toronto.

Treasurer, J. A. BEAUDRY,  
270 St. Catherine St. East, - - - Montreal.

**MAY, 1906.**

**Wampole vs. Karn.**

A full account of the hearing of this case before Mr. Justice Clute will be found in another column. As we view the case, the right of the manufacturer of a proprietary article to control the price at which that article should be sold was not in question. The Contract Plan was not on trial, but the real point at issue was as to how far such contracts are affected by the negotiations which lead up to their making, as viewed from the restrictions placed upon members of Associations by the clumsy clauses in the Criminal Code, and considerable interest will therefore be taken in the judgment that will be rendered in this city.

◆ ◆ ◆

**Matter Crowded Out.**

Owing to the pressure upon our columns the past couple of months, there is a great deal of matter that has necessarily been crowded out. We regret this, and ask the forbearance of correspondents and members who may feel that they have not been shown full consideration. Some of this matter will bear publication another month, and will have to stand over until then.

◆ ◆ ◆

**London Pure Food Show.**

The Pure Food Show at London, under the auspices of the Grocers' Section of the London Branch of our Association, promises to be a most pronounced success. The Show is to be held for nine days in the Princess Rink, from Thursday, the 17th of May, to Saturday, the 26th. The committee having the matter in hand is composed of Mr. C. H. Lee, Chairman, Mr. Frank Harding, Secretary, and Messrs. F. H. Robinson, Thos. McCormick, T. A. Rowat, F. E. Smythe, F. Harley, Jno. Goodge, Thos. Shaw, F. W. Paul, C. W. Summers and H. Langford.

**The Ottawa Convention.**

(Editor Retail Merchants' Journal.)

In view of the approaching Seventh Annual Provincial Convention, which is to be held in Ottawa on July 3rd, 4th and 5th next, it would not be out of place now to extend, through your columns, the best wishes of the Ottawa branch to all our members throughout the province, and to also state that our committee here having on hand at this time the work of all matters in connection with the entertainment of the delegates while in our city, desire that in order to make this coming gathering a great success we should have every branch represented, for the purpose of making the stay of the delegates and their friends while in Ottawa as pleasant as possible, nothing will be left undone in the way of showing to the visitors the beauties of the Capitol City of our Dominion. We want to emphasize the fact that it is the wish of our branch that delegates bring their wives and daughters with them, as we shall be pleased to see the ladies come along, and will promise them every attention.

Ottawa asked for the Convention and was granted it for this year. We, therefore, do not want to be disappointed in its success. Hence our reason for asking your assistance in advising all the branches to appoint their delegates as soon as possible, so that those who are selected will have ample time to arrange for getting away from their business at that time.

Thanking you, Mr. Editor, for your space and wishing our Association continued success,

I remain, on behalf of the Ottawa Branch,

Yours very sincerely,

H. C. ELLIS,  
Secretary.

◆ ◆ ◆

Ottawa, April 21st, 1906.

**Naphtho Soap.**

The Welcome Soap Company, of St. John, N.B., has recently entered into a campaign for pushing the sale of the "Naphtho" soap in the Province of Ontario. Their agents have been distributing samples of the soap in various cities and towns. They have not followed the very general practice of giving away small samples, but have been leaving a full-sized cake at each door with a special request from a polite messenger that it be given a fair trial.

◆ ◆ ◆

**Well Satisfied.**

One of our large advertisers writes us as follows:—"Allow us to take this opportunity of expressing our satisfaction with the manner in which you have set up our ads. We think they look very well, indeed."

◆ ◆ ◆

**Proposed Exemption Killed.**

Mr. McNaught's bill to exempt from taxation the salaries of officers of joint stock corporations, on the ground that these concerns pay a business tax, was brought up before the Municipal Committee of the Ontario Legislature on the 20th of April, but was thrown out. The measure was introduced, it is said, at the instances of the Canadian Manufacturers' Association.

**HERE  
AT  
LAST**

**EVERYTHING** that an enlightened people have ever wished for in the way of a wholesome, dainty and satisfying food is at last realized in

**Quaker Rice**  
(Puffed)

It is truly the food wonder of the world. It is good for breakfast or luncheon as a cereal and between meals, buttered and salted or in home-made candies.

**Quaker Rice**  
(Puffed)

Is a sure and fast seller. People buy it again and again because they like it so well and no cooking is required. It is the best and most profitable cereal purchase you can make.

Order from your Jobber to-day.

**The American Cereal  
Company**

**Peterborough, Ont.**

CHEW  
**"BOBS"**

PLUG TOBACCO

A GOOD LASTER  
GOOD TO THE LAST

**5 cts per plug.**



## THE CRIMINAL CODE REGARDING TRADE CONSULTATIONS MUST BE AMENDED.

Since our last issue, the Dominion Executive officers of our Association united with the Executive officers of some of the Wholesale Associations and waited upon the Dominion Premier Sir Wilfred Laurier and members of the Cabinet, and requested them to amend the present criminal law so that members of Wholesale and Retail Associations can meet and consult together for the purpose of improving trade conditions. As stated in former articles on this subject, those who framed the present act may have been seized with good intentions but they were certainly unfamiliar with trade conditions as they really exist and in their effort to place a law upon the statute books to prevent producers, manufacturers and transportation companies from combining and compelling the general public to pay more for their products they succeeded in not only harnessing up the producers and others but also all persons who meet together for the purpose of consulting, for purposes of trade improvement and they even went so far as to make it an illegal offence for retail merchants to meet in consultation with manufacturers for the purpose of reducing the prices of any article to the consumer.

In their effort, however, to place unreasonable regulations around manufacturers and all other classes of business men, they placed a clause in the act exempting working men and labor unions, and the latter class can therefore meet together agree upon fair or unfair conditions and submit the same to their employers, and the hand of the law is powerless to prevent or regulate them but retail and wholesale merchants or manufacturers can be subjected to very close legal scrutiny if they meet together for the purpose of suggesting improvements in their trade relationships.

This is not as it should be, and our Association has been very vigorously opposing this clause in the criminal Code for sometime and we intend to continue our opposition to it until a proper amendment is secured. As retail merchants we recognize that the burden of the agitation against this vicious piece of legislation must be borne by us as we represent the largest body

among the commercial classes and our votes and influence is enormous and far reaching. At a recent meeting of manufacturers when this subject was discussed, the above fact was very clearly pointed out. They recognized that the educational work in bringing before the public the reasons why a change was needed must rest largely, in fact almost wholly with the retail merchant who comes very closely in touch with all classes of the consuming public.

For the purpose of again impressing upon the minds of our members what changes we require in the Criminal Code we quote below the present act with the additional clauses we desire to have added and which has been submitted to the members of the Dominion Government.

### SECTION 520 OF THE CRIMINAL CODE, AS IT IS NOW ON THE STATUTE BOOKS, READS AS FOLLOWS :—

(The words *underlined* are the amendments we desire inserted).

"520. Every one is guilty of an indictable offence and liable to a penalty not exceeding Four Thousand Dollars and not less than Two Hundred Dollars, or to two years' imprisonment, or if a corporation, is liable to a penalty not exceeding Ten Thousand Dollars and not less than One Thousand Dollars who *unlawfully* conspires, combines, agrees or arranges with any other person, or with any railway, steamship, steamboat, or transportation Company.

"(a) To unduly limit the facilities for transporting, producing, manufacturing, supplying, storing or dealing in any article or commodity which may be a subject of trade or commerce, or

"(b) To *unduly* restrain or injure trade or commerce in relation to any such article or commodity : or

"(c) To unduly prevent, limit or lessen the manufacture or production of any such article or commodity, or to unreasonably enhance the prices thereof : or

"(d) To unduly prevent or lessen competition in the production, manufacture, purchase, barter, sale, transportation or supply of any such

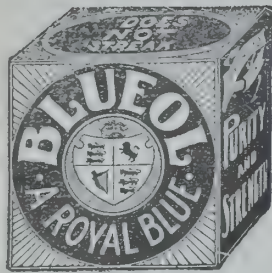
article or commodity, or in the price of insurance upon persons or property.

"2. Nothing in this section shall be construed to apply to combinations of workmen or employees, for their own reasonable protection as such workmen or employees or *to wholesale or retail merchants for their own reasonable protection as such wholesale and retail merchants.*

*No prosecution shall be commenced under the above section 520, without the fiat of the Attorney General for the Province in which the charge is laid.*

We trust that this question will be taken up very vigorously by every Branch and Section of our Association throughout Canada, and the necessity for our amendments pressed upon every member of the Dominion House as we will not rest until proper relief is given to us and until we are placed in a position where we can legally meet representatives of wholesale or other bodies and discuss in a straight forward and business manner our needs and requirements, and not be subjected to some "trade pirate" using the present vicious law to further his personal ends and create a position for some needed solicitor who has secured for himself a place of refuge behind special legislation granted to the legal profession. As further evidence of the need of the amendment we are asking for we might state that very recently the Wampole Company manufacturing chemists who sell their preparations on the contract plan entered suit against Karn & Co., of Toronto retail druggists for selling their preparations below the prices stipulated in the contract which Karn & Co., signed and agreed to sell at. The solicitors for Karn & Co., knowing that they had no defence against violating the Wampole contract put in as a defence that the "Drug Section" of our Association and the Canadian Wholesale Druggists' Association had met together and conferred with the Wampole Company and had asked the Company to adopt the contract plan and in doing this they had violated the criminal code. The evidence was exhaustive and judge Clute reserved his decision. The point we desire to show in this case is that no doubt what





## PREMIUMS FOR THE DEALER !

BLUEOL, the "Never-Streak" BLUE, gives you with each 10-lb. box (4 sq. pkgs.) 10 extra packages more than you get with any other ten pound box of Blue, and with each 12-lb. box (3 sq. pkgs.) you get 16 extra packages more than with any other twelve-pound box of Blue. This reduces your cost 25 per cent, and you get the BEST Blue.

BESIDES THE ABOVE we will send for every 5 coupons (one enclosed in each box) one of the following valuable Premiums :

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ever was cast on the legality of the contract plan as it has been proven beyond doubt that any and every manufacturer has the right to manufacture and to sell his products at whatever price and in whatever way he chooses, but the unfair and unsatisfactory condition of the present criminal code gave the accused an excuse to seek shelter behind it, and to practically say "Retail Merchants must not seek fair conditions of trade as it is illegal."

Is it reasonable to conclude that because a clumsy, vicious piece of legislation has been placed on the statute books by men ignorant of trade conditions, that we who have such large influence in electing men to parliament are going to sit quietly down and take no part in having such unfair legislation removed ; not at all. The very foundation of all Association work will be affected until a remedy is procured, and it now rests with us as members to do our utmost to have the criminal Code amended this Session, we have in our effort the active support of every Wholesale and Manufacturing firm in Canada and also all of our customers, as their interests are closely identified with ours. Our Association stands for absolute justice and fair play in retail merchandising, it aims to elevate the standards of Commerce, to restrain unfair methods, to protect the honest merchant from the modern schemes of the trade pirate, to guard well our trade interest, and to protect the buying public by safe guarding them through the preservation of skilled retail merchants who have the knowledge and experience gained through years of practical application, and who know and understand the quality of the merchandise that is distributed to the public. Retail Merchants in all our Branches and

Sections of trade throughout Canada let the watchword from now on be amend the Criminal Code and give us fair play.

It is necessary that we should meet together, it is necessary that the wholesale and retail trades should meet together, and why should our liberty be shorn from us and the business men of this Country be told by our legislators whom we elect, that we cannot be trusted to make fair and honorable agreements between ourselves, and to prevent us from doing so they prohibit us by putting on the statute books legislation that is an insult to the intelligence of every free born Canadian. The Criminal Code must be amended and with all our efforts it will be amended.



### Pure Food Legislation.

With reference to the bills recently before the United States Congress to amend pure food legislation, the American Grocer writes as follows : " While there are many differences of opinion among those who favor pure food legislation respecting the minor features which should be enacted into law, they are all agreed upon the main principles, namely, that the manufacture and commerce in adulterated or misbranded foods or drugs should be subjected to national control. " Legislation of this kind is based upon a broad, radical principle, namely, the principle of honesty. The purchaser is entitled to get the character, quality and kind of goods for which he asks and which are presumably sold to him. He should be protected against injury to his person or his health by any added poisons or injurious bodies in his Food. In fact, a pure food and drug law might well be written in a single sentence, namely, " that no food or drug should be allowed to enter into sale which deceives or tends to deceive the customer, either by its name, its advertisement or its character."

### TORONTO OBSERVATORY.

The agitation in certain quarters for the removal of the Observatory from Toronto to Ottawa had for some time past been growing stronger. The pressure which has now for some years been brought to bear upon the Dominion Government to effect this removal seems of late to have become more insistent, and reports have been abroad that it was very shortly likely to prove successful. Quite a long time ago the Toronto University authorities offered a site for a new Observatory free of charge at the corner of Bloor Street and Devonshire Place, in order to keep the Observatory in Toronto. There were indications that this offer would not be finally accepted, so the University and other educational institutions most directly interested decided to ask the aid of other influential civic bodies and of the citizens generally. A public meeting was accordingly called by the Mayor of Toronto to discuss the question. This meeting was held in the Council Chamber at the City Hall on Friday evening, March 16th.

The gathering was certainly a unique one, and many of the leading educationalist, business men, denominational College clergymen and civic legislators rubbed elbows in advocating the common cause in the interests of the city of Toronto and of the Lower Lake District of the Province of Ontario. All the Universities and the great Colleges were represented, as well as "The Retail Merchant's Association of Canada, the Board of Trade, the Royal Astronomical Association, Board of Harbour Commissioners, Toronto Board of Education, Royal Canadian Yacht Club, and other public and private bodies.

The Mayor presided and amongst those present were Prof. McLennan, Provost Macklem, J. D. Allen,



M. Moyer, F. S. Spence, Prof. Wm. Clark, Ex. Ald. J. K. Leslie, Controller Hubbard, J. D. Allen, Peleg Howland, Rev. Prof. Burwash, Dr. Chant, J. R. L. Starr, George Good, E. M. Trowern, Angus McMurchy, James Collins, F. C. Higgins, Alderman Church, John A. Patterson, Professor Galbraith, R. C. Steele, and many other prominent citizens.

City Clerk Littlejohn acted as Secretary of the meeting.

The Mayor introduced the subject and many of the gentlemen above named gave brief speeches, all urging the retention of the Observatory in Toronto, giving reasons in support of it from the standpoint of the various interests they represented. All the speeches were pithy and to the point. Mr. E. M. Trowern spoke on behalf of the Retail Merchants' Association, especially emphasizing the value of the Observatory in assisting the safe marketing of fruits and certain other perishable products handled by the retail trade.

A resolution was finally moved by Mr. Starr, seconded by Mr. Trowern, and carried unanimously, that a memorial to the Dominion Government be drawn up by a joint committee composed of representatives from all the bodies interested, asking that the site on Bloor Street be accepted and a new Observatory be built thereon.

All the Toronto members of Parliament have been actively interesting themselves in the matter, especially Messrs A. E. Kemp and A. Claude Macdonell, and pressure has been brought to bear upon the Government from many other influential sources, and it is now almost certain that the Observatory will remain in Toronto, and that a new and most modernly equipped building will be put up on the site offered by the University of Toronto.



#### **WATER POWER FOR THE PEOPLE**

The report of the Municipal Power Commission has brought forward most prominently the question of securing for the public the full benefit of the water powers of the Province of Ontario. There has been a very strong suspicion abroad that the companies holding charters for the development and distribution of Niagara Falls power intended to exploit their privilege mainly for

their own benefit, and that placing the price for power at a figure slightly below the cost of otherwise manufacturing it, they were designing to take from the public more than they were justly entitled to. The report of the Commission and the recent public addresses of the Hon. Adam Beck made it plain that this was not only the case, but that the Niagara Power Franchises had fallen into the hands of some of the most merciless corporations that had ever acquired public rights in this country,

It would appear that power can be generated at Niagara Falls at a cost of about eight dollars per horse power, and that the cost of distributing the power to all those parts of the Province of Ontario that could be supplied with it would bring the total cost up to very little more than half the price contemplated to be charged by the power corporations. Public opinion was so roused at the prospect of such gigantic steals on the part of companies that had been so liberally treated by the people, that as a result of but a few days agitation there was gathered at Toronto one of the largest and most respectable representative deputations that have ever waited upon the Provincial Government. Fully fifteen hundred leading men from all the cities and towns of Ontario to the north and west of the Niagara Falls region filled the Legislative Chamber in Queen's Park and asked that the Provincial Government take up the work of developing power from Niagara Falls at public cost, and distribute it to the various municipalities at a figure that would pay for the cost of construction and distribution. This interview with the Government took place on Wednesday, April 11th. The result is well known to everybody, but a few words on it may not be out of place.

Premier Whitney was present with nearly all the members of his cabinet. The deputation was led by Mayor Coatsworth, who read a resolution that had been adopted at the Municipal Power Convention the night previous in Association Hall. He was followed by short speeches by the mayors of the various cities and towns, and many other well known men, all of whom emphasized the necessity of taking strong and speedy measures to protect public rights. They asked that the Government act at once in the matter.

The deputation received a most sympathetic hearing, and the Premier in his reply recalled a resolution bearing upon the very point under discussion which several years ago, when he was in opposition, came before the Ontario Legislature. On that occasion he had contended that the Government should take up the question, consult experts, and then decide whether the Government should install a plant at Niagara, or let a union of municipalities develop and transmit the power. "The Government of Ontario," said Mr. Whitney, "will be day and night on the watch to see that the interests of this Province would not be sacrificed in respect to this question." He had taken the position that the Government should either develop the power or regulate the developing companies, so that the consumer should get the power at the lowest rate. He could see no reason for receding from that position now. As soon as the Government was through with the educational question with which it was now engaged the question of power development would be taken up. The Government would act, but would have to act with caution. He was confident that whatever position they finally took on the matter would command itself to the good sense of the greater part of the people of the Province.

During the discussion the question became a broader one than the development and distribution of Niagara Power alone, and it was strongly urged by a number of speakers that the Government formulate a policy to conserve all the great water powers throughout the Province for the benefit of the people.



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## DRUG SECTION.



### Wampole vs. Karn.—An Important Case.—Judgment Reserved.

The case of Wampole vs. Karn came up for hearing on Thursday, May 3rd, before Mr. Justice Clute, at the non-jury sittings of the High Court of Justice in the City Hall Chambers, Toronto.

The history of the case in short is as follows:—The well-known manufacturing firm of proprietary medicines, Henry K. Wampole & Co. placed their goods on the Contract Plan. Amongst the firms signing the contract was the F. E. Karn Company, Limited, of Victoria Street, Toronto. There were two contracts signed by the Karn Company, one wholesale and the other retail. These contracts were entered into on the 2nd November, 1905. Later on the Wampole Company received information that the Karn Company was not keeping to the terms of their contracts and was selling at cut prices. They applied for an injunction, which came before Chief Justice Meredith, who made the Karn Company undertake to keep an account of the goods sold, and enlarged the motion until trial. The Wampole Company also claimed unstated damages for breach of said contracts.

Mr. H. R. Frost, of Messrs. Briggs and Frost, solicitors, appeared for the plaintiffs, and Mr. Godfrey, of Robbette, Godfrey & Phelan, for the defendants.

After the statement of the case for the plaintiffs, Mr. Godfrey stated that his clients did not dispute the breach of contract, but he submitted that the contracts were null and void by reason of being in restraint of trade, and further, that they were procured by an unlawful conspiracy between the plaintiffs and other manufacturing chemists and the Association of Wholesale and Retail Druggists, and that the said conspiracy was entered into for the purpose of unduly enhancing the prices of certain medicines, and that the contracts are contrary to the provisions of the Criminal Code relating thereto, and are null and void. The section of the Code referred to is 520, which deals with conspiracies in restraint of trade. He asked that the evidence of Mr. Henry W. Brick, manager of the Wampole Company, given in his examination for discovery, be read. The judge instructed that this be done.

In Mr. Brick's evidence there were two points that were especially emphasized in cross-examination. The first was that the Wampole Company had suffered no direct loss on account of the breach of contract by Karn, which, however, was immediately qualified by the statement that the sales of their goods in Toronto had fallen off since the Karn and Eaton companies had commenced selling them at cut prices. The retail druggists of the city had not been buying from them the same as before, and their travellers had reported that they could not sell as freely. The retail trade would not stock up with the goods until they were satisfied that they would be protected in the selling prices. The Wampole Company had refused to sell any more goods to the Karn Company. The Wampole Company had some twenty-four hundred

accounts with retailers throughout the country, and the trade of these retailers was of much more value to them than the trade of the Karn and Eaton companies and all the rest of the price cutters put together. Mr. Brick gave the facts as to how his company had entered into the contracts with the Karn Company. The Karn Company were not the only ones with whom they had these contracts, but they had identically similar contracts with all wholesale jobbers and retailers to whom they sold their goods. These contracts were entered into with the individual members of the retail drug trade, and not with any organized body of them. They were the result of a solicitation of a committee of the Drug Section of The Retail Merchants' Association of Canada, which was endeavoring to induce wholesale druggists and manufacturers of proprietary medicines to adopt the Contract Plan in selling their goods so as to stop the cutting of prices. His company had consented to adopt the Contract Plan, and this committee had then submitted to him a form of contract, which he understood was drawn up by Mr. J. J. Warren, solicitor, of Toronto. He had referred this form of contract to Mr. Briggs, solicitor for his company, who had approved of it. They had then adopted it in all their dealings with the wholesalers and retailers. In Mr. Brick's cross-examination, the word "agreement" was also applied to the negotiations between him and the committee of the Drug Section of the Retail Merchants' Association, as will appear from the following extract from the evidence—

Question—Then, as I understand, the effect of this is that you provide a way by this agreement whereby Karn and all the other retail druggists in this country will not compete with one another by cutting prices.

Mr. Brick—Only so far as our prices are concerned.

Question—I am stating it fairly?

Answer—Yes.

Question—And, apparently, this agreement is the result, as you say at the top of it, of an agreement between the joint committees of the Wholesale Druggists' Association and the Drug Section of the Retail Merchants' Association?

Answer—Yes.

Question—And you entered into it by an agreement with the committee of the Drug Section of the Retail Merchants' Association who waited upon you?

Answer—Just so.

Question—And having made this agreement with this committee of the Drug Section of the Retail Merchants' Association, you then entered into an agreement with druggists all over the Dominion of Canada whereby you agree not to sell to anyone unless he, in return, agrees to enter into this agreement with you?

Answer—Quite right.

Question—And the whole purpose of the thing is to bring about such a condition that everybody will be able to sell your Cod Liver Oil at one dollar a bottle, and that no one will be allowed to sell at seventy-nine cents a bottle?

Answer—That is it exactly, to avoid cutting of prices.

Question—To avoid competition by cutting prices?

Answer—To avoid cutting prices.

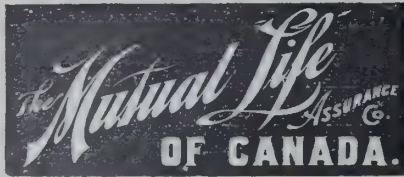
Mr. Godfrey then put Mr. Karn into the witness box, who gave evidence as to the prices at which he bought Wampole's Cod Liver Oil and other preparations and the prices at which he sold them, and stated that he considered he made a good profit. He bought the Cod Liver Oil for fifty-seven cents and sold it at seventy-nine cents, making a profit of twenty-two cents a bottle. He bought the Formolid Tooth Paste at about thirteen cents and sold it at twenty. He thought these good profits. At the time he had signed the contracts he had on hand certain small quantities of these articles, but although he was frequently asked for these goods he could not now secure them from the manufacturers or even the wholesale houses. Under cross-examination he admitted having sold these goods at less than contract prices after he had signed the contracts. As to the Tooth Paste, he admitted that he had other articles of a similar character that might be considered just as good. But with regard to the Cod Liver Oil, that was a preparation unlike all other cod liver oils, in that it was not properly an emulsion, but was called an Extract, and was quite tasteless, and he was not prepared to say that anyone of the many other cod liver oils, of which there were about a thousand, could be substituted for it. It was a distinct preparation in itself.

There being no further evidence offered, Mr. Frost opened his address. He contended that the Wampole Company had a perfect right under common law, to control the sale of their goods in the manner provided for in the contracts in question. This was a well understood principle in law. He cited the Maxim vs. Nordenfeldt case, 1894, Appeal Cases, 535, where it was held that such restraints are now looked upon as proper so long as they are reasonable. In the present case it was not shown that there was any restraint upon trade, since there were many other articles of like nature that could be substituted. Even if it were held that there was some restraint of trade, such restraint was quite reasonable and within the legal rights of the plaintiffs.

In the English case of Elliman & Sons Company against Carrington, 1901-2, ch. 275, the plaintiffs, who were manufacturing chemists, sold their preparation known as Elliman's Universal Embrocation, under a similar price restrictive contract. The validity of this contract was upheld by Judge Kekwich.

Many other English and American cases bearing upon the above points were also cited.

Mr. Frost next submitted that the contracts did not come within Section 520 of the Criminal Code, which prohibits acts which unduly restrain or injure trade. The Code formerly read so as to prohibit acts which unlawfully and unduly restrain or injure trade. The case of the Queen vs. American Tobacco Company, reported in 3 Revue de Jurisprudence (Quebec), 453, was on all fours with the present case. In this case a similar contract was exacted, and it was decided that a party had a right to dispose of his own manufactured articles in a way that suits himself. The decision in this case was given before the law was amended by striking out the word "unlawfully," but Judge Dugas



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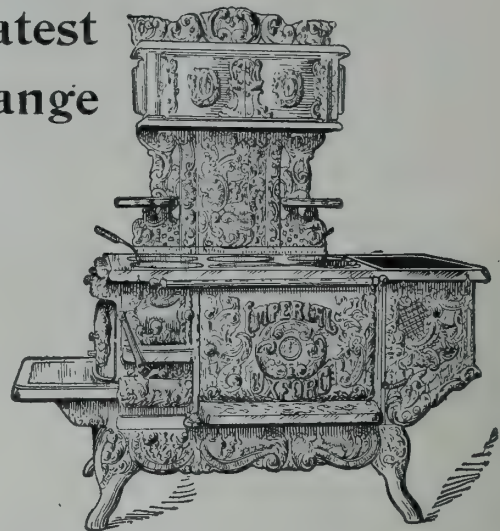
| Year | Payment to policy-holders | Assets    | Surplus  | Assurance in Force |
|------|---------------------------|-----------|----------|--------------------|
| 1874 | \$ 5,854                  | \$ 33,721 | \$ 4,293 | \$ 856,500         |
| 1884 | 66,073                    | 652,661   | 47,223   | 7,835,900          |
| 1894 | 301,681                   | 2,866,559 | 277,647  | 18,767,698         |
| 1904 | 524,615                   | 8,220,530 | 772,072  | 40,476,490         |

Extract from the President's Annual Address, March 2, 1905,

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in his judgment, said it would be the same even with the word "unlawfully" left out. So that the American Tobacco Company case was applicable to the present case notwithstanding the elimination of the word "unlawfully," and Section 520 of the Criminal Code was not intended to be more than an embodiment of the common law.

The rest of the afternoon was spent in a general discussion between the judge and both counsel on the various points of the case, as well as to the exact position of the Drug Section of the Retail Merchants' Association of Canada relative to the case, which was not definitely shown in the evidence.

When the Court resumed on Friday morning, the 4th of May, Mr. Frost continued his argument, and contended that the contract between Wampole and Karn being completely valid in every respect, it could not be affected by any of the negotiations that led up to the making of that contract. He was ready to show that the negotiations leading up to the contract did not partake of the nature of a conspiracy in any way.

The judge stated that he recognized the far-reaching importance of the case and suggested that he would like to have further evidence as to the relationship existing between the committees who approved of the contracts and their negotiations with the plaintiffs. Mr. Geo. E. Gibbard then went into the witness box and gave evidence that he was a retail druggist, and in company with some other retail druggists had waited upon various manufacturers and asked them to adopt the Contract Plan for the protection of the drug trade from price cutting. The Ozone Company had agreed to do so, and a form of contract had been drawn up by Mr. J. J. Warren, solicitor for the Ozone Company, which he and others as individual druggists had signed. When they approached Mr. Brick to endeavor to get the Wampole Company also to adopt the Contract Plan the same general form of contract had been adopted by that company, and the Drug Section had allowed the name of the Association to appear on the contract forms so as to assure the retail druggists that the forms were not illegal. He stated that the Retail Merchants' Association of Canada is an organization incorporated for the general benefit of retail merchants throughout Canada, and has branches and members almost all over the Dominion. Any retail merchant could become a member, and it was not a close corporation in any way. The form of contract in question in this case had the approval of the Drug Section of the Association, but there was no official relation of any kind between it and the wholesalers or manufacturers. The members dealt with the wholesalers and manufacturers altogether in their individual capacity, and the Association had no control whatever over the members in their business dealings. The judge particularly questioned the witness as to whether there was any restraint upon druggists not members of the Association getting supplies from the manufacturers. He stated there was none whatever, and that whatever benefits were secured for members by the work of the Association were as fully shared in by all retail merchants in the same lines of trade.

Mr. Godfrey then addressed the Court for the defendant. He took the ground that the contract was invalidated through the negotiations that led up to it. He contended that there was

a conspiracy to restrain the sale of proprietary medicines generally. The agreement in question was but part of the whole plan, which had for its object the uniting of all the manufacturers of proprietary medicines into a scheme to restrain the sale of all such articles. He tried to show from the evidence one comprehensive common arrangement between the Drug Section of the Retail Merchants' Association and the wholesalers and the manufacturers. With regard to the contract itself he contended that the moment an article is put on the market it becomes a matter of trade and commerce, and any arrangement entered into to set the price creates an undue enhancement of the price.

The judge said that this case was different from any other case that had ever come before him in that there was nothing in the contracts that would prevent the plaintiffs from selling to anybody they saw fit. He would have to look into the case very fully and examine authorities, and he would, therefore, reserve judgment. He asked for a copy of the Constitution and By-Laws of the Retail Merchants' Association of Canada which was put in as evidence.

The result of this judgment will be looked forward to with great interest by every retail merchant in Canada.



#### AMENDMENTS TO THE ONTARIO PHARMACY ACT

The Ontario Pharmacy Act was passed in 1871, and contains very strong regulations as to the carrying on of the pharmacy business. At the time the Act was passed the framers did not contemplate the possibility of companies ever competing with individual druggists in professional pharmacy, hence there were no clauses incorporated in the Act providing for such a condition. Under present conditions of trade this very thing has come to pass, and men who have no legal qualification whatever are entering into the business by the simple expedient of forming a joint stock company. The Ontario Pharmacy Act especially provides that "no person shall sell or keep open shop for retailing, dispensing or compounding poisons, or use the title 'Chemist and Druggist', or 'Pharmacist', 'Apothecary', etc., in any part of Ontario, unless he has taken out a certificate under the provisions of this Act." The Pharmacy Act of Quebec contains the same clause as to qualification, but defines the word "person" to include companies and corporations. The Ontario Act contains no such provisions, and as a result there are in Toronto and other parts of the Province of Ontario quite a number of unqualified men carrying on the pharmacy business under the name of drug or pharmacy companies. Not long ago a man in Toronto was fined by police magistrate Denison for a breach of the Pharmacy Act

by carrying on a drug business without the necessary qualifications. He then immediately formed himself into a joint stock company, and is now carrying on the same business. This one case shows the glaring defect in the law. It is to remedy this that the amendments to the Pharmacy Act now made by the Ontario Legislature have been introduced. The British Pharmacy Act has the same defect, and a bill is also now before the House of Commons in London to remedy it.

An article by Mr. John Hargreaves, of Toronto, in the Canadian Pharmaceutical Journal treats of this subject very fully. He cites a number of specific cases showing how the public safety is threatened and jeopardized by Companies in the way above mentioned. He goes on to say:—"Now, the main object of these Company Pharmacies is not to protect the interests of the public, nor in any way to advance professional pharmacy. The objects appear to be to escape the application of the pharmacy law as applied to individuals, and by the aid of pharmacy to assist in exploiting commercial side lines. We believe that the same ruling that applies to the Company or Corporation Pharmacy in the Province of Quebec is fair and equitable for Ontario. We claim that pharmacists are responsible for the standing and attainments in pharmacy of to day. That all advances made in pharmacy have been but in response to the requirements of the standard of education demanded by the public and the government. That public safety demands a most rigid preparation and examination of individuals before they are permitted to dispense powerful and poisonous drugs, and the public safety should in return demand that no Company or Corporation or set of individuals shall be allowed in any way to delude the public into believing that they have such right and title and qualification. A Company or corporation with a qualified manager should have no more power to assume the right to carry on the business of a pharmacist than should any individual Capitalist. Any Company can dismiss, discharge or dispense with the services of such qualified manager, as freely as any individual employer can discharge any employee. Where is the public safety then?"

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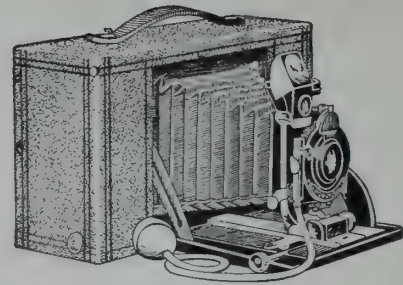
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## GROCCERS' SECTION.



### THIRD ANNUAL PROVINCIAL CONVENTION.

#### Grocers' Section the Retail Merchants' Association of Canada.

The third Annual Provincial Convention of the Grocers' Section of the Association was held at Toronto on Tuesday and Wednesday, the 3rd and 4th of April, during the second week of the Pure Food Show in that city. The sessions met partly in the Lecture Room at Massey Hall and partly in the Association Board Room. The attendance on the morning of the first day was somewhat slim, as is generally the case with the earliest meetings of all conventions, but the following sessions were well attended, there being a large number of delegates present from the various Branches in the Province of Ontario. There was a strong feeling of harmony and earnestness throughout the meetings and all the delegates were thoroughly impressed with the importance of working together in the interests of the trade.

Amongst those present were Messrs F. C. Higgins, George Good and M. Moyer, of Toronto; E. M. Trowern, Dominion Secretary; H. C. Ellis and F. W. Forde, of Ottawa; Alf. E. Mundy, Bracebridge; F. Darnley, Preston; J. H. Walker, Toronto; Eastern Organizer S. A. Brubacher, of Berlin; F. A. Haddy, Bowmanville; W. S. B. Armstrong, Toronto; C. B. Dunke, Berlin; A. J. Lloyd, Owen Sound; John McMurtry, Bowmanville; J. S. Ireland, Mount Forest; J. D. Mills, Sarina; W. R. Erskine, Atwood; A. F. McClarty, Toronto; John Grigor, Toronto; W. J. Earls, Lucknow; H. H. Engel, Hanover; Wm Hyde, Toronto; G. Robinson, Toronto; T. W. Squire, Toronto; Thos. Nolan, Toronto; J. H. Connal, Peterboro; John Bond, Toronto; A. Miller, Toronto; Frank Giles, Toronto; Ed. Reicker, Kincardine; A. Snuggs, Toronto; J. Knight, of the Campbell Milling Company, Toronto, Junction;

J. F. McLaren, of the Ogilvie Flour Mills Company, Toronto; John Sloan, Galt; J. A. McCrea, Guelph; Geo. Rannacher, Preston; E. B. Reist, Preston; W. H. Kerfoot, Smith's Falls; Mrs. W. H.

Kerfoot, Smith's Falls; Mrs. A. E. Gallagher, Toronto; and others.

#### Tuesday Morning Session.

The Tuesday morning session opened at about half-past ten o'clock, with Mr F. C. Higgins, chairman of the Grocers' Section of the Provincial Committee and President of the Toronto Branch, in the chair. The business done at this session was of a formal character.

#### Addresses of Welcome.

Short addresses of welcome to the delegates were delivered by Mr. M. Moyer, President of the Grocers' Section of the Toronto Branch, and Mr. George Good, chairman of the Pure Food Show Committee. Mr. Moyer regretted that there were so few delegates as yet present, and he would therefore defer any lengthy remarks until later in the convention. Mr. Good said that he thought the time of the convention should be economised as much as possible, as there was a great deal of work to be done. They should consider very fully the question of organization and the increase in the membership, in order to give increasingly greater weight to the efforts of the Association in the interests of the retail trade. He referred to the great disturbance caused in the retail trade throughout the country by the growth of Departmental Stores, and it was a very important part of the work of the Association to take measures to correct this disturbance. He closed with a high tribute to the work of General Secretary E. M. Trowern, who had been so very active in pushing the interests of the Association in every possible way, and trusted that the delegates from places outside Toronto would thoroughly enjoy the Pure Food Show.

#### Chairman's Address.

Chairman F. C. Higgins delivered a well prepared and exceedingly able opening address, in the course of which he reviewed the work done by the Association during the past year and the work now being done. At the beginning of last year they had started out to endeavor to destroy the terrible curse of the Trading Stamp, and they had succeeded in effectually wiping

them off the face of the country. They had first secured provincial legislation in Ontario, but the Province of Quebec was still afflicted with the Trading Stamp. As a result of correspondence between the Executive Office in Toronto and the Executive Officers of the Association in the Province of Quebec, a deputation of 850 representatives of the retail trade of Ontario and Quebec had gone to Ottawa and secured Dominion legislation that had completely killed the Trading Stamp. A few prosecutions in Hamilton and Montreal had given them a finishing stroke.

At the 1905 session of the Ontario Legislature the Provincial Government had introduced a new Assessment Act., a number of the provisions of which were upon examination by the Executive of the Association found to be unjust to the Retail Trade. Representations were at once made to the government on the matter, the result being that the Bill before becoming law was amended so that as it now stands the Retail Trade is very well satisfied with the measure. He then referred to the recent remarkable growth of the Association, particulars of which have been very fully given in this journal from time to time. Bills dealing with Pedlars and Hawkers and the easier collection of small debts were now before the Ontario Legislature. These bills were introduced through the efforts of the Association. It was probable that the one dealing with the collection of small debts would have to go over until another year.

A very important matter that will come before the committee, is the unsatisfactory state of the relations at present existing between the retailers on the one hand and the manufacturers and wholesalers on the other. This is a question that requires solution at the hands of the retailers. The wholesalers in the city of Toronto with but few exceptions sell indiscriminately to consumers, and very generally at wholesale prices. He thought that the Association was now strong enough to take hold of this thing and make the wholesalers understand that they must keep within their proper sphere, or cease doing business with the retailers. There were only two ways in which this

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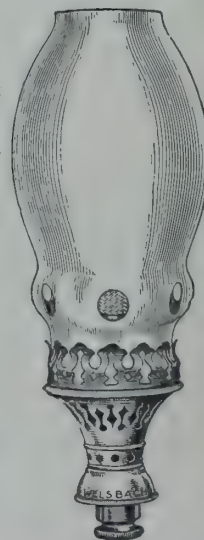
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could be done, either the wholesalers must learn that they will have to confine themselves to legitimate selling only to retailers or quit doing business with the retailers.

In Philadelphia and some other cities in the United States the retailers had organized co-operative buying bodies, thus leaving the wholesalers out. In Toronto and some other places in Canada the situation was now one of chaos. This question must be solved, for the retailers are no longer going to stand by and see their trade taken away by the very men they are supporting. He was of the opinion that the best way to solve the question was to secure the adhesion of all parties to the contract plan of doing business, which was perfectly within the law. This plan had already been adopted by quite a number of manufacturers and wholesalers in some lines of business. The price cutters were comparatively few in numbers but numerous enough to upset the conditions of trade.

#### Reception of Resolutions

The first order of business on the programme was the reception of resolutions. The following were presented:—

1. That it is the opinion of the Retail Grocers of the Province of Ontario that the time has arrived when the three classes, the Manufacturers, the Wholesalers and the Retailers, must be properly defined, and each take their own and their exclusive place in the distribution of merchandise in the grocery line,

2. That it is the opinion of the Retail Grocers of the Province of Ontario that much good can be accomplished by the co-operation of the three interests, the Manufacturer, the Wholesaler and the Retailer, and that we believe that the present Criminal Code which prohibits the three classes from entering into any fair agreement between one another, and which allows the laboring classes and their employees to enter into agreements is unfair, and that we do all in our power to assist the Dominion Board to have the present criminal law amended.

3. That it be an instruction from this Convention to all our members throughout the Province of Ontario, and a recommendation to the other provincial grocers' committees in Canada, that when the goods of any manufacturer are sold in the stores of price cutters, and when those manufacturers have been notified

to that effect and requested to have the practice stopped, and they take no notice of same, that we notify our members of this condition, and that they do not make any further purchases of those goods.

Discussion on these resolutions was left over until the afternoon session, and Professor McGill, of the Inland Revenue Department at Ottawa, and one of the Dominion Government lecturers at the Pure Food Show, was called upon and gave a short preliminary address upon the subject of Pure Foods. He said that the retail grocer was a most important factor in the distribution and sale of food products, and as such was vitally interested in securing honesty in their manufacture and eliminating fraud and imposition of every kind. Whenever merchants had any suspicion with regard to the character of the goods of any manufacturer they should have tests made, and in this way not only secure themselves against imposition, but also save the public from harmful and fraudulent products.

#### Tuesday Afternoon Session.

At the Tuesday afternoon session the first resolution submitted in the morning was taken up and discussed at length. Mr. Trowern stated that the President of the Ontario Wholesale Grocers' Guild, Mr. Thos. Kinnear, had expressed to him a wish to have a committee from the Guild wait upon the Convention to talk over questions concerning the relations between them and the retail grocery trade. A resolution was adopted appointing a committee to meet the wholesale grocers' committee the same evening. The committee was composed of the following gentlemen:—

Messrs. Ellis, Connel, McMurtry, Darnley, Haddy, Forde, Mills, Erskine, Earls, Engel, Moyer, Walker, Giles, Bond, and Trowern, with power to add to their numbers.

A paper was then read by Mr. Blakeslee, Canadian representative of the Egg-O-See Company. The paper touched upon various matters of interest to the retail trade, and referred in terms of approval of the contract plan system between the manufacturers and the retailers, which his principals had adopted.

Mr. S. A. Brubacher drew the attention of the delegates to the "Retail Merchants' Journal", the official organ of the Association, which was distributed to members,

and which he hoped all members would do their utmost to advance and support in every way.

#### Prof. McGill's Address.

The Chairman then called upon Professor McGill, who gave a most interesting address upon the adulteration of jams and the methods of detecting adulteration.

In order to make his subject clear the professor began by giving a definition of what a "jam" really is. All authorities agree that "a jam" is a preserve or conserve of whole "fruit boiled with sugar and "water." With regard to sugar, chemists have used the term "sugars" in a technical sense to include a very large number of products, many of which have more or less the property of sweetness but these were not sugar, though chemically sugars.

The most common substitute used for sugar in the manufacture of jams was glucose, a product made from starch, and in this country almost altogether from corn starch. He passed around amongst the delegates several samples of glucose, in both a solid and a liquid form. Glucose has about one-half the sweetness of Sugar and is quite digestible, and its use is not harmful to health. Glucose has been an article of commerce now for some thirty years, and although at first it contained harmful residues from the poisonous acids used in its manufacture, the process of purifying it has now become so complete that all the harmful elements are totally got rid of. According to our law when glucose is used for sugar in jams and other articles the package must be labelled in large letters with the word "Compound". Otherwise its use is considered fraudulent. The lecturer then made a demonstration by means of chemicals to show how the presence of glucose in food products can be detected, using samples of raspberry jams made with sugar and with glucose. He also showed how to detect apple pulp in jams. In order to give the requisite color to jams when apple pulp is used, aniline dyes are employed. He was not prepared to say that these dyes were really dangerous to health in the small quantities in which they were used, but they were adulterations.

There was a great deal of jam made from partially decayed fruit, and some makers used such preservative as salicylic and benzoic



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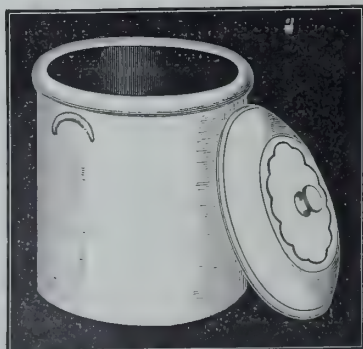
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acids to arrest decay. Some makers also used these and other preservatives to keep their fruit from decaying until such time as they had enough collected to make a big lot of jams at once. All such preservatives were injurious to health.

Where glucose was used instead of sugar a substance made from coal tar, called saccharine, was used to make up for the lack of sweetness. Saccharine had about three hundred times the sweetness of sugar, so that only a very small quantity was necessary.

The lecturer showed how proficient makers of fraudulent jams had become, but the Professor also made it plain that by certain chemical and other tests the work of these men could be completely frustrated.

#### Conference with Wholesalers.

At the conference in the Association Board Room on Tuesday evening between the committee appointed in the afternoon and the deputation from the wholesalers, the latter were represented by Messrs Kinnear, of Toronto, Beckett, of Hamilton, and Sloan, of Montreal and Toronto. Mr. Kinnear was the main spokesman for the wholesalers, and in the course of his address it became very apparent that the members of the wholesale trade desired to live in full harmony with the retailers, who were their best customers. The departmental stores were very largely responsible for the demoralization in trade. The wholesalers had found that they were being compelled to do business on an extremely narrow margin of profit and that they were losing money. The measures that they had taken in trying to protect themselves had been declared illegal in the recent cases against them in Hamilton, and they thought that the law was unjust, in that while it expressly allowed some classes in the community to do exactly as they had done, they were punishable for conspiracy. He thought that it would be a good thing for the wholesalers and the retailers to confer more frequently together in the way they were now doing. The interests of both classes were identical, and if legislation were necessary to secure justice, he hoped the retailers would assist in securing it.

Mr. Beckett spoke of the lack of co-operation in the past between the retailers and the wholesalers in the grocery trade, and urged that a

committee of retailers be appointed to meet a like committee from the wholesalers' Guild, which would meet in Montreal on the 19th of April, instant.

Mr. Sloan also spoke and in a humorous vein backed up what the two previous speakers had said.

On behalf of the retail trade it was pointed out that the Contract Plan, which was being urged upon wholesalers and manufacturers by our Association, would provide a good remedy for many of the existing grievances, and that it had the advantage of being fully legal in every particular. This was admitted but the representatives of the wholesalers thought that if legislation were also obtained from the Dominion Parliament it would be a great advantage.

This conference will no doubt result in good in more ways than one. It will be followed by others, and will assist materially in bringing more manufacturers to the adoption of the Contract Plan in selling their goods. The wholesalers will also have the assistance of the Association in endeavoring to secure certain amendments to the criminal code to legalize agreements that will place the trade of the country once more upon a legitimate and thoroughly honorable basis.

#### Wednesday Morning Session.

The Wednesday morning session was held in the Association rooms on Richmond Street, when the second and third resolutions presented on Tuesday morning were discussed and adopted.

Amongst the questions discussed, most of which were wholly or in part covered by the resolutions above, were the following:—"what effect will co-operative stores have on the retail grocery trade?" "What changes should be asked for in the Pure Foods' Act?" "Should wholesalers trespass on the trade that properly belongs to the retail trade?" "Should the weight of a bag of potatoes be determined by legislation." Also, various resolutions were passed covering points not referred to in the three main resolutions.

#### Local Fruit Inspectors.

Mr. A. McNeill, Chief of the Fruit Division, Commissioners' Branch, Department of Agriculture Ottawa, delivered a short address upon the advantages to retail grocers by having local fruit inspectors appointed in the various centres of fruit distribution in the Province.

The way in which this can best be done has already recently been fully explained in these columns, in connection with the proposed appointment of a local inspector for Toronto. Mr. McNeill went over the whole ground again for the information of delegates outside of Toronto.

#### Interview with Provincial Secretary.

It having been arranged with the Hon. Mr. Hanna, Provincial Secretary, that he should receive a deputation from the convention on the various matters of legislation now before the Ontario Legislature in which the Association was interested, the convention adjourned and proceeded in a body to the Parliament Buildings.

The members of the deputation were introduced by Mr. Trowern each personally to the Minister, who received them most cordially.

Mr. Trowern was spokesman and said he regretted the misfortune which had inadvertently happened through an irregularity to the legislation being pushed by the Association, and asked the Minister if it could be arranged to have the bills reintroduced. Mr. Hanna replied that he was fully in sympathy with the objects sought to be attained in legislation by the Association and he would make it a personal matter to do what lay in his power to assist. It would not be possible to reintroduce the bill to amend the Pedlars' License and Transient Traders' Act, but he would have the same clauses incorporated as a part of the bill to be introduced to amend the general Municipal Act. These clauses could not be made any part of a Government measure, but he himself would give them his full support.

As to the proposed amendments to the Division Courts' Act; to provide for the easier collection of small accounts, Mr. Hanna said that that question could not be taken up at the present session. It was deemed inadvisable that the average country magistrate should be too hastily entrusted with such increased powers as those proposed, and that some safeguards would have to be provided before that were done. He was quite in sympathy with the aims of the retail merchants to protect themselves better, but the subject was such a large and important one that it would require further careful consideration before being embodied in the statutes.

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The deputation then thanked the Minister and withdrew.

### Wednesday Afternoon Session.

The first order of business at the Wednesday afternoon session of the convention was the election of officers. For chairman of the Ontario Provincial Committee of the Grocers' Section the following five gentlemen were nominated: Mr. F. C. Higgins, of Toronto; Mr. H. C. Ellis, of Ottawa; M. Alf. E. Mundy, of Bracebridge; Mr. A. Snuggs, of Toronto; and Mr. M. Moyer, of Toronto. A ballot being taken Mr. Moyer was declared elected. The other officers elected were:—

1st Vice Chairman, Mr. Alf. E. Mundy, Bracebridge.

2nd Vice Chairman, Mr. F. W. Forde, of Ottawa; Secretary, Mr. E. M. Trowern, of Toronto; Treasurer, Mr. E. Darnley, of Preston.

Members of Contract Plan Committee, Messrs. F. C. Higgins, M. Moyer and E. M. Trowern.

### Prof. McGill's Second Address.

The newly elected Chairman called upon Professor McGill, who spoke upon the great importance of the proper carrying out of a Pure Foods Act, such as we now had in Canada. He strongly justified national action by legislation in the matter of securing to the people unadulterated and pure food, for sound, digestible and honest food lies at the foundation of the welfare of the nation. The distinction between sound and unsound food is one that brings into action expert knowledge to determine. The health of the poorer classes of the people is just as important in the progress of a nation as the health of the rich. The knowledge of the soundness of a food should be established before it is offered for sale, so as to insure its doing no damage to the health of the people. Not so very long ago the greater part of the food of the people was made from raw materials at home, but now so much was offered for sale in an already prepared condition that legislation is required to protect the people from fraud and harmful adulteration. It is only within the past century that legislation has been introduced in various countries to provide for the sale of pure foods, but inspection of food products has existed for many centuries. More modern legislation on food products is mainly due to Dr. Hansel, an English doctor who some sixty

years ago made extensive investigations into the purity of teas, coffees, spices and other articles, and found them very largely adulterated. As a result a parliamentary commission enquired into the matter, upon the report of which were founded the clauses of the English Pure Foods Act of 1865. The first Canadian Act on the subject was passed in 1874, and is founded upon the English Act. In order to properly draw up a Pure Foods Act it was first necessary to determine what a proper food should consist of.

The lecturer had for a number of years been a member of a committee of chemists that meets regularly at Washington to establish a basis of purity for each of the many articles that the people of the United States and Canada consume. The Professor concluded his address by an explanation of the provision of the Canadian Pure Foods Act, and the penalties prescribed for violation of it.

Mr. Trowern called the attention of the delegates to the General Provincial Convention of the Association to be held in Ottawa on the 3rd, 4th and 5th of July next, and expressed the hope that all the branches in Ontario would take a lively interest in the Convention and send a full delegation.

Votes of thanks were passed to the retiring officers and to the various lecturers, and the Convention adjourned.

Many of the delegates had to return home by the evening trains, but a large number remained over until the next day and took in the entertainment at night.



## CROCERS' SECTION.

### Toronto Branch.

The regular monthly meeting of the Grocers' Section of the Toronto Branch was held in the Board Room, 21 Richmond St. West, on Monday evening, March 23rd. There was a larger attendance of members than for some time past, with Mr. M. Moyer, Chairman of the Section, presiding.

The minutes of the previous regular meeting were read and adopted.

### Pure Food Show.

Mr. Moyer said that it is a little early yet to make a full report of the recent Pure Food Show, but he was glad to state that the Show was a great success in every way. He was able to say that from a financial point of view there would be a balance on the right side. By next meeting the committee would be in a position to lay a full report of the Show before the members.

### Report of Convention.

Secretary F. C. Higgins reported on the Retail Grocers' Provincial Convention held in Toronto during the second week of the Pure Food Show. He was sorry to have to say that the attendance at the Convention was not as large as had been expected, and it was thought that probably it would not be wise in future to hold such conventions during the time of Pure Food Shows, but at some other time specially appointed. He read the resolution passed at the Convention, and expressed the hope that these resolutions would do good to the Association and to the trade generally.

### Report from Executive.

Mr. J. H. Walker made a report from the Executive Committee. The committee had been called together to decide as to whom to send to Montreal along with Mr. Trowern to represent Toronto and the Province of Ontario at the conference to be held with the wholesale grocers. They had appointed Mr. Moyer, who was present, to report what had been done at Montreal.

### Conference with Wholesalers.

#### Price Cutting.

Mr. Moyer reported on the conference with the representatives of the Dominion Grocers' Guild at Montreal. There were present at that conference representative wholesale grocers not only from Toronto and Montreal, but also from all other parts of the Dominion from Halifax to the Pacific Coast. A good many of the wholesalers outside of Toronto and Hamilton looked upon our Association with a good deal of suspicion. They thought our Association was working against the wholesalers and intended to form a buying Association to try to cut out the wholesalers. But after they had heard our representatives they were glad to co-operate with us. They made it so plain to the wholesalers that it was to the interests of both the wholesale and retail trades to work together that the wholesale representatives at once recognized the truth of what they said. The conference at Montreal had done a great deal of good, and together with the wholesalers they went to Ottawa to interview the members of the Dominion Government as to legislation to relieve business men from unjust disabilities under which they are now laboring. What the trade needs is not only purer foods but purer methods as well. It was only by legislation that really pure methods can be introduced.

Mr. Trowern gave some further particulars of the trip to Montreal and Ottawa. He said that the wholesale trade had come to recognize that they can do nothing to better conditions without the assistance of the retail trade, and the retail trade have come to recognize that they can do nothing without the assistance of the wholesale trade. At the conference with the wholesalers at Montreal they were assisted by Mr. P. Daoust, Chairman of the Grocers' Section for the Province of Quebec, and Mr. J. A. Beaudry, of Montreal. They also had letters from leading members of the Grocers' Sections in Manitoba and the North-West Provinces, so that in the conference with the wholesalers they represented all the provinces of the Dominion where the Association was organized.



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The subject of the relations between the wholesale and the retail trades was dealt with in the broadest spirit possible, and as a result the wholesalers had appointed committees in all the provinces, and at any time these committees will meet with the retailers and are empowered to take what action may be necessary. So that now we are in a better position than ever before, and what is needed is to get together and do something.

With regard to the proposed amendments to the Criminal Code a conference had first been held with wholesalers and manufacturers in Toronto. Then in Montreal, and then about fifty strong they went to Ottawa and interviewed the members of the Cabinet with reference to the amendments. It is time that the business men of this country should rise up and have something to say as to the making of the laws. The Criminal Code was in such an uncertain condition that no two lawyers could agree as to the interpretation of many of its clauses. What we want is to be in a position to make decent and fair agreements with the wholesalers. They received a patient and sympathetic hearing from the members of the Government and left with the Premier memoranda from both the Retail Merchants' Association and the Wholesalers' Guild. The memorandum from the Retail Merchants' Association reads as follows:—

To the Honorable, the Premier and Members of the Dominion Cabinet, Ottawa.

Honorable Sirs:—

On behalf of the Retail Merchants' Association of Canada, which comprises a very large and influential body of business men who are among the leading and progressive citizens in all the cities and towns of Canada, and who represent millions of dollars of invested capital, we desire to call your attention to the unfair conditions which are set forth in the present Criminal Code, which discriminates between the merchants and the workmen, or our employees. In the latter case workmen can meet together, agree and arrange among themselves and enter into agreements with us, but we are forbidden under the present act to meet with the manufacturers or the wholesale dealers and enter into any agreement with them for the protection of ourselves and our customers. We think this discrimination should not exist, but that all classes should be treated on an equal basis. The present Criminal Code relating to trade combinations may have been designed for the purpose of endeavoring to prevent trade amalgamations, but in our opinion, if the act is allowed to remain as it is the result will be the formation of huge joint stock companies by manufacturing and wholesale houses who have been forced to come together so as to prevent them being charged with conspiracy by co-operating through associations. This will have a more injurious effect on the retail trade of Canada, and on the condition of labor, than would exist if the entire clause 520 were struck out. The retail merchants of Canada are among the most loyal and law-abiding citizens of Canada. As an association we at all times endeavor to uphold and respect our laws, and we have not been charged or found guilty of attempting to do anything contra to the present Criminal Code relating to trade combinations, but because we have respected what we considered to be an unjust law we have nevertheless suffered, and the inland trade and commerce of the Dominion has been

greatly retarded. If the law were so amended whereby the retail merchants, the wholesale merchants and the manufacturers could meet together in conference and openly discuss our grievances, and make such agreements between ourselves as would be fair to our customers, it would foster the great industries of Canada, and keep as far as possible Canadian goods in circulation in the Dominion, and we would very soon see busy hives of industry in a great many of our cities and towns which are now lying stagnant, and where a large proportion of the merchandise which is on the shelves of our merchants is imported, so as to be unlike in pattern goods that are made in Canada, but which are sold without any system and with no regard to their cost, the cost at handling, or how they compare in value with foreign goods.

We attach herewith a copy of the Code, with our amendments inserted, and we sincerely hope that this question will receive your thoughtful and prompt attention, and that the Act may be changed before the close of the present session.

Section 520 of the Criminal Code, as it is now on the Statute Book, reads as follows, except the words in brackets, which are the amendments that we desire to have inserted.

520—Everyone is guilty of an indictable offence and liable to a penalty not exceeding four thousand dollars and not less than two hundred dollars, or to two years imprisonment, or if a corporation, is liable to a penalty not exceeding ten thousand dollars and not less than one thousand dollars, who (unlawfully) conspires, combines, agrees and arranges with any other person, or with any railway, steamship, steamboat, or transportation

(a) To unduly limit the facilities for transporting, producing, manufacturing, supplying, storing or dealing in any article or commodity which may be a subject of trade or commerce; or

(b) To (unduly) restrain or injure trade or commerce in relation to any such article or commodity; or

(c) To unduly prevent, limit or lessen the manufacture or production of any such article or commodity, or to unreasonably enhance the prices thereof; or

(d) To unduly prevent or lessen competition in the production, manufacture, purchase, barter, sale, transportation or supply of any such article or commodity, or in the price of insurance upon persons or property.

2. Nothing in this section shall be construed to apply to combinations of workmen or employees, for their own reasonable protection as such workmen or employees, (or to wholesale or retail merchants for their own reasonable protection as such wholesale and retail merchants. No prosecution shall be commenced under the above section 520, without the fiat of the Attorney-General for the province in which the charge is laid.)

Mr. Trowern stated that he did not know the full import of the addition of the word "unlawfully," which it was proposed to add in the first part of Section 520, nor of the word "unduly" sought to be added to subsection "b," but they were acting under the advice of able counsel in the matter, and he had no doubt they were being well advised. The clauses proposed to be added to the end of Section 520 were what they really wanted, in order to give them the same rights as already given to the working people. He was of the opinion that the proposed legislation

would be passed in a satisfactory form, if not quite as suggested.

Upon Mr. Trowern resuming his seat a short discussion took place on the proposed amendments, and it was then moved by Mr. Griffith, seconded by Mr. Frank Giles, "That this meeting 'strongly endorse the actions of our 'representatives at Montreal and 'Ottawa, and the amendments which 'have been recommended to be embodied in the Criminal Code, and 'that the Secretary be instructed to 'write a letter to the Dominion Government that the Grocers' Section of 'the Association at Toronto strongly 'endorse the proposed amendments to 'the Criminal Code, and ask that 'they be introduced and passed at the 'present session of Parliament."

The resolution was adopted unanimously.

### Price Cutting.

A resolution was also passed endorsing the action of the late Convention of the Ontario Provincial Grocers' Section in appointing Messrs E. M. Trowern and F. C. Higgins a committee to take into consideration any matters in connection with price cutting, and to deal with all cases that may come to their notice, either by communications or conferences with the wholesalers or manufacturers, or otherwise.

### Trading Stamps.

It was reported that one or more parties or companies were operating in Toronto in promoting schemes that were violations of the Trading Stamps Act. A resolution was adopted that prosecutions against these parties be at once undertaken in the Police Court.

### The Contract Plan.

Several new members who were present wished to know something more about the Contract Plan, of which they had heard so much. Mr. Trowern thereupon gave a full and concise description of the plan and its working. He gave an instance of the value of the Contract Plan in which a leading departmental store in Toronto had been compelled to come to time. Through the suggestion of the Association, the manufacturers of a leading proprietary article in the drug line had adopted the Contract Plan. The departmental store in question would not sign an agreement with the manufacturers to sell at a certain price, and so could not buy goods from them. They, however, managed at last to get a large supply, and for the sake of defiance advertised to sell them at just half the regular price.

Steps were at once taken to find out how the goods were obtained, and it was discovered that they had been got through a jobber in a city a long distance east of Toronto. The jobber was prosecuted for breach of contract with the manufacturer, and it finally resulted in the departmental store signing the agreement not to sell under the regular price. Mr. Trowern was heartily applauded when he made the statement that if they could get all the manufacturers of cereal foods to sell on the Contract Plan the grocers would have some profit in handling them.

### Membership Committee.

Mr. Chas. Friday, organizer for the city of Toronto, urged that a committee of the grocers be appointed to assist him in his work. Such a committee could be of great use in introducing him to prospective new members, and in many other ways. By resolution Messrs. Robertson, Bruce, Squire, Probin, Gardiner, Sanderson, Gregor and Riley were appointed a committee for that purpose.



# **MAISON LUDGER GRAVEL**



**Coffre-Fort de Meilink.**

sentant dans la cité de Québec. M. Gravel est l'unique représentant de plus de vingt manufactures du Canada, des États-Unis et d'Angleterre. C'est un développement qui fait honneur à son esprit d'entreprise, mais qui surtout démontre la valeur d'une publicité active et intelligente. M. Gravel ne perd jamais l'occasion de faire une bonne annonce, quoiqu'en soit le coût, et sait toujours la placer devant le public avec le plus d'avantage. À preuve, c'est que nous venons de recevoir gratuitement un de ses Coffres-Forts Meilink, dont il est l'unique agent, dans le but de le faire voir par tous les marchands et autres qui viennent à nos bureaux. C'est un cadeau très appréciable et d'une grande utilité pour nous. Ce Coffre-Fort est à l'épreuve du feu, de l'eau et de l'humidité, et quoique prenant peu de place dans un appartement, donne beaucoup plus d'espace à l'intérieur que tout autre de deux fois son poids. Nous conseillons à tous les marchands et autres de s'adresser à M. Ludger Gravel, 22 à 28 Place Jacques-Cartier, Montréal, pour un Catalogue détaillé de ces Coffres-Forts et surtout de lui faire une visite à ses bureaux où, à part d'y être reçu avec courtoisie, ils y verront une foule de lignes de marchandises dont ils trouveront profit de les ajouter à leur commerce, tels que : Vernis "English Standard" pour voitures, etc., Peintures et Vernis "Standard" pour maisons, Teintures pour planchers, Solvo (préparation pour enlever la peinture en très peu de temps), Japan et Couleurs de toutes sortes, Poêles en acier de Walker avec ou sans pieds, pour cuisines ou passages, Coutellerie de toutes sortes, Horloges et Pendules, Outils pour forgerons et voituriers, Forges portatives, Soufflets de forges, Enclumes, Etaux, etc., etc. Bois pour voitures, Capotes (top), Caisses de voitures, Garde-Crottes (Dash), Barre-de-Guides (Rails), Bourrures, Porte-Fouets, Bouts de Brancards et de Timons, Draps, Peluches, Imitation de Crin, Toiles, etc., etc. Fers et Clous à cheval, Fers "Neverslip", Ressorts et Essieux, Freins de voitures. Articles pour chambres de bains, etc., etc. Le tout à des prix défiant toute compétition pour la qualité des marchandises. Il est reconnu que M. Gravel voit personnellement à la gérance de sa maison, afin que ses clients reçoivent toute l'attention voulue et soient servis avec soin.

En engageant nos lecteurs à visiter l'établissement LUDGER GRAVEL nous savons agir dans leur intérêt, car ils y trouveront profit.

Pour célébrer le Cinquième Anniversaire de son établissement, la Maison Ludger Gravel a sorti un Album (numéro souvenir) où sont exposés en caractères imprimés et en photo-gravures les progrès de cette Maison, ainsi que des illustrations des manufactures et leurs directeurs représentés par elle.

En 1901, M. Ludger Gravel prenait à son compte, aux Nos 26 et 28 Place Jacques-Cartier, comme négociant en gros pour fournitures de voituriers et forgerons, ainsi que comme agent de manufacturiers, avec un personnel de six personnes. Durant les cinq dernières années les affaires ont été si prospères qu'il fallut agrandir, faute de place, en achetant l'immeuble d'à côté, qui a été remis à neuf, portant ainsi la superficie de ses magasins à 27,500 pds carrés.

Le personnel d'aujourd'hui est de 14 employés, y compris 3 voyageurs et un repré-



## CONVENTION DES ÉPICIERS

Dans notre numéro du mois d'avril, nous annonçons que la première convention annuelle des Épiciers de la Province de Québec, aurait lieu les 17 et 18 mai prochain; pour des raisons incontrôlables, nous avons dû remettre cette Convention pour les 22 et 23 mai, c'est-à-dire la semaine suivante.

Cette Convention aura lieu durant la deuxième semaine de notre Exposition de Produits Alimentaires Purs dans les salles du Patinoir Victoria et dans les nouvelles salles de l'Association, au No. 270 rue Ste-Catherine Est.

Nous espérons que chacune de nos Succursales de la Province de Québec se fera un devoir d'être représentée à cette Convention, car des questions de la plus haute importance seront traitées.



## SECTION DES ÉPICIERS

## Succursale de Montréal de l'Association des Marchands Détailliers du Canada, Incorporée.

L'assemblée régulière de la Section des Épiciers, Succursale de Montréal de l'Association des Marchands Détailliers du Canada, Inc. a eu lieu le 26 avril dernier, dans les salles de l'Association sous la présidence de l'ex-Président, Mr. N. Chartrand.

Un grand nombre d'épiciers étaient présents.

Rapport a été fait de la délégation qui a rencontré le "Dominion Wholesale Grocers' Guild" au sujet des amendements apportés au Code Criminel en ce qui concerne les combinaisons de commerce.

Tous les membres présents ont fortement endossé les remarques du Secrétaire Provincial, Mr. J. A. Beaudry, à ce sujet, et tous ont promis leur concours afin d'obtenir ces amendements à la présente Session.

Rapport a également été fait par le Comité chargé de visiter les endroits et décider où devra se faire le pique-nique annuel cette année, et ce Comité recommande que le Pique-Nique ait lieu cette année à l'Île St-Amour. Ceci est adopté à l'unanimité et la date du Pique-Nique est fixée au 18 juillet.

Les messieurs suivants ont été nommés sur les Comités :

Comité général.—P. Daoust, Président.

Comité des Jeux.—A. Laniel, Président.

Comité des Chemins de Fer.—J. A. Beaudry, Président.

Comité des Danses.—A. Sarrazin, Président.

Comité de Souscriptions.—M. DeRepentigny, Président.

Comité des Impressions.—J. A. Labonté, Président.

Comité de Réceptions.—MM. P. Daoust et M. Chartrand, Présidents conjoints.

Comité du Banquet.—Echev. M. Séguin, Président.

L'Association a également profité de l'occasion pour offrir à Mr. Vital Raby, ex-Président de l'Association, un dîner qui aura lieu le 10 mai, à l'Hôtel Queens, à l'occasion de son départ pour l'Ouest. Puis l'assemblée s'ajourna.



## SUCCURSALE DE TROIS-RIVIÈRES.

L'Assemblée annuelle de la Succursale de Trois-Rivières a eu lieu le 3 mai dernier, et les élections ont donné le résultat suivant :—

Président :—T. Bournival,  
1er Vice-Président :—A. Brunelle,  
2ième Vice-Président :—U. Carrignan,  
Trésoriers :—L. Dassylva,  
Secrétaire :—Jos. L. Durand.

Et l'élection des Sections a donné le résultat suivant :—

Section des Marchands Tailleurs :—MM. Ed. Bernaquez, Président ; Jos. Lambert, Secrétaire.

Section des Marchands de Chaussures : MM. A. Guilbert, Président ; Ls. Dassylva, Secrétaire.

Section des Pharmaciens :—MM. J. A. Peltier, Président ; W. Hébert, Secrétaire.

Section des Quincailliers :—MM. F. P. Roy, Président ; Art. Poirier, Secrétaire.

Section des Épiciers : MM. T. Bournival, Président ; J. L. Durand, Secrétaire.

## DIRECTEURS

Président :

J.-E. DUHAMÉL, N.P. et M.P.P.  
L'Assomption.

Vice-Président :

HENRI BOUCHER, Négociant,  
St-Barthélemi.

L.-H. DESJARDINS, Marchand,  
Terrebonne.

JOS. LAFONTAINE, M. P. P.,  
St-Barthélemi.

S.-P. CHAMPOUX, Épicier en Gros  
Joliette.

TEL. BELL MAIN 586.



BUREAU PRINCIPAL :

52 RUE ST-JACQUES,  
MONTREAL

Souscription exigée par la loi :

**\$200,000.00**

## DIRECTEURS

F.-J.-B. PREVOST, Avocat,  
Ministre de la Colonisation, etc.,  
St-Jérôme.

Dr P.-J.-L. BISSONNETTE, M.P.P.  
St-Esprit.

ALF. GIRARD, Avocat, M.P.P.,  
Marieville.

Dr. F.-H. DAIGNEAULT, M.P.P.,  
Maire d'Acton Vale.

L.-A. PICARD, Secrétaire-Gérant,  
Westmount.

Assurance en force :

**\$1,300,000.00**

## MESSIEURS LES MARCHANDS DÉTAILLEURS,—

Pourquoi cette Compagnie court-elle si bien dans le chemin du succès?

- 1° Parce qu'elle est dirigée par des hommes d'expérience, solvables et honnêtes ;
- 2° Parce qu'elle donne toutes les garanties nécessaires proportionnellement à ses responsabilités ;
- 3° Parce que ses taux sont les plus bas et qu'elle choisit ses risques ;
- 4° Parce que c'est une institution nationale encouragée par nos hommes d'affaires ;
- 5° Parce que l'argent des assurés reste dans notre province ;
- 6° Parce qu'elle n'emploie que des agents habiles, instruits et honnêtes ;
- 7° Enfin, parce qu'elle règle promptement et libéralement ses pertes.

Un escompte spécial est accordé aux Marchands qui s'adressent directement au Bureau principal.—Demandez nos taux.

**L.-A. PICARD, Gérant.**



## THE FOX

Brand on a PAIR OF SCALES is your guarantee that you are getting ABSOLUTELY THE BEST SCALE that can be made. We know it because we make them, and we know the MATERIAL that we put in them—NO SHODDY WORK, INSIST ON A FOX.

Hay, Coal and Platform Scales a Specialty.

SEND FOR PRICES

THE FOX SCALE WORKS  
LONDON, ONT.

IMPROVED  
**INTERNATIONAL**  
HIGH CANDLE POWER LIGHT

REDUCES  
GAS BILLS  
INCREASES  
LIGHT  
OUTSHINES  
ALL OTHERS  
GIVES A LIGHT  
OF MARVELLOUS  
BRILLIANCY  
AND  
HAS NO  
EQUAL

NEW PATENT  
DAL REGULATOR  
AND BUNSEN  
BURNS 90% AIR  
10% GAS  
ADJUSTMENT  
NOT AFFECTED BY  
JAR  
SO SIMPLE  
A CHILD CAN  
REGULATE IT  
POSITIVELY  
NO ESCAPE OF GAS  
FROM REGULATOR  
CANNOT  
FLASH BACK  
OR PUFF OUT

**FOR SALE**  
BY ALL DEALERS

Write for a sample dozen.

Improved International Lights  
Season 1906-1907

A PLEASING COMBINATION OF SCIENCE and BEAUTY

Polished Brass Burner, Q Globe  
and Illuminator Mantle  
\$7.00 Doz.

Controlled Canada, United States and  
Great Britain.

The International Gas Appliance Co., Ltd.  
535-537-539 Queen St. East  
TORONTO, Canada.

All the best Retail Merchants  
in Canada sell

## COWAN'S Perfection COCOA

Milk Chocolate,  
Cake Icings,  
etc., etc.

There are absolutely pure  
goods, used in every  
household.

The Cowan Co., Ltd.,  
TORONTO

## == The new Syrup now being on the Market == "O.K." and "LORETTE" Brands Should demand the attention of every Retailer

### "O. K." MAPLE SYRUP.

| WINE MEASURE TINS.             | PER CASE. |
|--------------------------------|-----------|
| Gallons, 6 to case.....        | \$5.10    |
| Half-Gallons, 12 to case ..... | 5.60      |
| Quarts, 24 to case.....        | 6.00      |
| Pints, 48 to case .....        | 6.00      |

### IMPERIAL MEASURE TINS.

|                               |      |
|-------------------------------|------|
| 5 Gallon Tins, 1 to case..... | 4.50 |
| 2 Gallon Tins, 2 to case..... | 3.80 |

### LORETTE MAPLE FLAVOR SYRUP.

| WINE MEASURE TINS.             | PER CASE |
|--------------------------------|----------|
| Gallons, 6 to case.....        | \$4.50   |
| Half-Gallons, 12 to case ..... | 5.00     |
| Quarts, 24 to case.....        | 5.40     |
| Pints, 48 to case.....         | 5.40     |

### IMPERIAL MEASURE TINS.

|                               |      |
|-------------------------------|------|
| 5 Gallon Tins, 1 to case..... | 4.00 |
| 2 Gallon Tins, 2 to case..... | 3.40 |

ALL GOODS QUOTED ON THIS LIST ARE NET No Charge for Pails or Cases.

FREIGHT PAID ON 5 CASE LOTS.

ALL WHOLESALE GROCERS and JOBBERS STOCK THESE GOODS.

The Grocers Trading & Mfg. Co.,

189 DORCHESTER STREET,  
MONTREAL.



## REPORTS FROM BRANCHES.

### TORONTO BRANCH.

#### Coal and Wood Dealers' Section.

A special meeting of the Coal and Wood Dealers' Section of the Toronto Branch was held in the Board Room on Tuesday evening, April 17th, for the purpose of appointing delegates to attend the Coal and Wood Dealers' Convention at London, Ontario, and also to consider the position created by the uncertainty of present conditions in the trade. Chairman D. B. Jacques presided.

A lengthy discussion took place on the objects for which the London Convention was being held, and on the advantages to the trade in all the retail coal men throughout the province joining the Association. The bearing of the Criminal Code upon trade combinations also came in for discussion. Mr. Trowern read and explained the clauses of the criminal law touching the matter, and detailed the steps now being taken to have merchants and manufacturers placed upon the same footing before the law in this particular as the trades and labor and some other classes.

The London Convention was to take place the following two days (Wednesday and Thursday, the 18th and 19th April). Messrs. D. B. Jacques and Walter Mann were appointed delegates.

The coal strike in the Pennsylvania anthracite coal regions was discussed, and various opinions expressed as to the probable length of the continuance of the strike. A resolution was moved by Mr. Grinnell and adopted, that in the event of the strike being settled the chairman be empowered to call a special meeting of the section.



### LINDSAY BRANCH.

#### Annual Meeting.

On Tuesday night, March the 27th, the members of the Lindsay Branch, met in the Council Chamber and held a very enthusiastic meeting, a good number being present, among them Mr. James Eadie, organizer for Eastern Ontario, Mr. John Fleury was in the chair. After the Secretary and Treasurer's reports had been received, the Treasurer's books showing a balance of \$19.40, the election of officers then took place. President, A. B. McIntyre; 1st Vice-President, J. Fleury; 2nd Vice-President, W. E. Baker; Treasurer, T. A. Fisher; Secretary, Jos. Staples, after which the chairman called upon Mr. McIntyre, the new President, to take the chair, and after referring to the work that the Retail Merchants of Canada had done throughout the Province during the past year, he expressed the hope that the Merchants of Lindsay would take more interest in the Association in the coming year. He then called upon Mr. Eadie to address the meeting. The

Organizer said that since his last visit, they had had a very prosperous year, they had united with them the Province of Quebec and all the Provinces in the Northwest, making one Association throughout the Dominion, including all sections of the retail trade. In the present century we were living in peculiar times, conditions were changing, and required considerable watching, and required all the Merchants getting closer together. On the one hand they had the huge stores and syndicates forming, and likely to form, being not only hurtful to the individual merchants, but to their Towns, and on the other hand they had the pedlar, hawker and transient traders, and as individual merchants they felt they were paying heavy rents and taxes, and giving considerable employment, whilst departmental stores, pedlars and hawkers contribute nothing to their Towns, and give no local employment. The merchants paid 45 per cent, of the taxes, and carried \$150,000,000 on their shelves throughout the Dominion, and it was only by getting closer together they could protect themselves, and protect the public. And if the people wanted their Towns to prosper, they must patronize their own merchants, where they would purchase just as cheap, if they wanted the quality. They had meantime a bill before parliament dealing with the pedlar, hawker and transient traders, and on the Bill the merchants were all agreed. It was legislation that the Government must pass, they demanded it, which was only right and just. He pointed out how other classes in the community were constantly seeking legislation to improve their condition, and the Retail Merchants Association were now doing the same for the retail trade. They had been the means of stamping out the trading stamp, premiums and coupons, and they only wanted fair competition. They had also been the means of the present business tax becoming law, which was considered by the retail trade as just and equitable. They were now asking for legislation, for a Bill making it much easier to sue for debts, and also the abolition of the weights and measures fees. They wanted more up-to-date legislation. Many of our laws being antiquated.

In summing up, Mr. Eadie said the object of the Retail Merchants' Association was not to increase the price of goods, but that merchants might be in a better position to protect themselves and secure legislation to secure equality before the law. He wanted the merchants to feel they were one with the merchants throughout the Dominion, and ere long, the manufacturers wholesalers and retailers, as a body, must have a better understanding and pull together, as they had never done before. He referred to the opening of the Pure Food Show in Toronto, in which the merchants were taking a deep interest, as well as the Government. The one last year having been the means of demanding purer food, and making it impossible for impure to be manufactured, ere long. In closing he said the people would as much as the merchants benefit by the Retail Merchants' Association of Canada. Mr. Eadie was thanked for his address and the meeting adjourned.



### CLIFFORD BRANCH.

The Village of Clifford, Ontario, situated about ten miles to the north of Harrison, on the 8th of March voted on a by-law to provide an Electric Light Plant for the municipality. Western organizer S. A. Brubacher arrived in the place early in the afternoon of that day and found the business men all hustling to have the by-law carried. When the polls closed the vote stood three to one in favor of the by-law.



### BRADFORD BRANCH.

A public meeting of the Retail Merchants of Bradford, was held at the Queen's Hotel, on the afternoon of Tuesday the 13th of March, to consider the question of the formation of a branch of the Association in that place. Mr. S. Oldham, Druggist, Reeve of the Town, was in the chair. Eastern organizer, James Eadie, addressed the meeting and urged upon those present to give their support to an organization which was doing such a great work in the interests of the retail trade of the whole Dominion and all its parts.

At the close of the address the chairman and a number of others present spoke in high praise of the Association and urged that a Branch should be formed in Bradford. A resolution was unanimously adopted asking Mr. Eadie to call upon all the merchants with a view to getting them as members. Mr. Eadie made a canvass of the merchants the next day, and received a most hearty reception everywhere he went. All the merchants signed the membership roll, and it was arranged that another meeting should be called at some future date to perfect organization and elect officers.



## SAINT-JEAN FORME UNE SUC- CURSALE

de l'Association des Marchands-  
Détailleurs du Canada,  
incorporée.

Les marchands-détailleurs de la ville de Saint-Jean ont tenu une grande assemblée, le 30 novembre 1905, dans les salles de l'Hôtel-de-Ville, et tous les principaux marchands de cette ville y assistaient -

MM. Papineau A., J. E. Hébert; Eug. Normandin, Germain Bon, neault, Pamp. Courville, J. A-Lomme, C. O. Gervais, A. Lamou-  
reux, Frs. Payette, A. Davignon-  
O. Langlois, C. Lord, Jos. Bou,  
dreau, J. E. McNulty, J. M. Racic-  
cot, Coté, P. V. Sabourin, A. D-  
Grégoire, E. McConkey, Isaie He-  
vey, Godin, Simard, Brassard, Ar-  
pin, J. A. Payette, Aurèle Stebenne-  
A. Bousquet, J. A. O. Grégoire,  
L. Bacon, N. Lord, D. Rancourt,  
H. J. Deneau, Godreau et Stebenne,  
J. B. Thibadeau.

Étaient également présents, M. J. A. Beaudry, Secrétaire Provin-  
cial pour la province de Québec, et  
M. E. M. Trowern, Secrétaire Provin-  
cial pour la province d'Ontario.

Mons. J. E. Hébert fut choisi  
unanimement président temporaire  
de l'Association et déclara que le  
but de cette assemblée était de  
savoir s'il serait avantageux pour  
les marchands-détailleurs de Saint-  
Jean de s'unir et former une suc-  
cursale de l'Association des Mar-  
chands-Détailleurs du Canada, In-  
corporée.

Le Président dit qu'il avait en-  
tendu parler du travail considérable  
fait par l'Association pour protéger  
ses membres, et il espérait que les  
marchands détaillleurs de Saint-  
Jean en retireraient des bénéfices,  
et il invita le Secrétaire Provin-  
cial, M. J. A. Beaudry, à expli-  
quer les règlements et la constitu-  
tion de l'Association.

Mr. E. M. Trowern adressa aussi  
quelques mots à l'assemblée et  
passa en revue quelques-unes des  
lois qui avaient été obtenues par  
l'entremise de l'Association, et  
après avoir entendu ces divers ex-  
posés, tous les membres présents se  
sont déclarés enchantés des succès  
obtenus et décidèrent à l'unanimité  
de former une succursale à Saint-  
Jean.

On procéda ensuite à l'élection

des officiers qui donna le résultat  
suivant :

Président ; J. E. Hébert.

1er Vice-Président ; D. Godin.

2ième Vice-Président ; François  
Payette.

Trésorier ; N. Lord.

Secrétaire ; J. P. O. Langlois.

Avant de clore l'assemblée, un  
vote de remerciement fut passé en  
faveur du Président temporaire et  
des Secrétaires provinciaux.



## LES MARCHANDS DETAIL- LEURS A SAINT-JEAN D'IBERVILLE

### Importantes résolutions adoptées par leur association—Une sug- gestion.

La succursale de Saint-Jean de  
l'Association des Marchands-Détail-  
leurs du Canada, Incorporée, a tenu,  
ces jours derniers, une importante  
assemblée, dans le magasin de M.  
J. A. Grégoire, marchand de four-  
rures de cette ville.

M. J. E. Hébert, marchand-tail-  
leur, président de l'Association,  
présidait l'assemblée.

L'Association des Marchands-Dé-  
tailleurs de Saint-Jean n'est qu'une  
ramification de l'Association géné-  
rale des Marchands-Détailleurs du  
Dominion.

Elle gère elle-même les affaires  
locales.

Quand il s'agit d'affaires d'in-  
térêt provincial, elle agit de concert  
avec les autres institutions des mar-  
chands-détailleurs de la province,  
et enfin, quand il s'agit d'affaires  
intéressant tous les marchands-  
détailleurs du pays, elle concourt,  
pour sa part, dans les actes de l'As-  
sociation des marchands-Détailleurs  
du Dominion.

A cette assemblée, on avait à se  
prononcer sur deux résolutions en-  
voyées par le bureau provincial de  
l'Association des Marchands-Détail-  
leurs et sur une résolution, envoyée  
par le bureau fédéral de l'Associa-  
tion.

Il y eut d'abord lecture et adop-  
tion des minutes de la dernière  
assemblée, présentées par M. J. P.  
O. Langlois, marchand de meubles.

La première des résolutions en-  
voyées par le bureau provincial  
demande que la Législature de  
Québec, à la présente session,  
nomme un comité pour s'enquérir  
de la façon dont se pratique le col-

portage en cette province. Les  
moyens de transports étant deve-  
nus plus faciles, il est urgent de  
protéger davantage contre les col-  
porteurs les marchands qui, eux,  
supportent les impôts publics.

Cette résolution fut adoptée.

La deuxième résolution envoyée  
par ce bureau provincial demande à  
la Législature de Québec, de nom-  
mer un comité pour aviser aux  
moyens d'améliorer le système ac-  
tuel de collection dans les Cours de  
Circuit. Le système actuel est trop  
dispendieux et trop lent.

Cette résolution fut aussi adop-  
tée.

La proposition venue du bureau  
fédéral tend à faire demander, à la  
prochaine session du parlement fé-  
déral, que les frais et dépenses  
d'inspection des poids et mesures  
soient mis à la charge du gouverne-  
ment et non à celle des marchands,  
puisque cette inspection est faite  
dans l'intérêt du public.

Cette résolution fut également  
adoptée.

Enfin, l'Association de Saint-  
Jean a décidé d'adresser au bureau  
provincial la résolution suivante,  
pour approbation ;

" A une assemblée de l'Associa-  
tion des Marchands-Détailleurs du  
Canada, Incorporée, tenue à Saint-  
Jean, le 11 janvier 1906, il a été  
proposé par M. Jos. Boudreau, fils,  
et unanimement résolu :

" Que la succursale de Saint-  
Jean, de l'Association des Mar-  
chands-Détailleurs du Canada, In-  
corporée, prie respectueusement le  
bureau provincial de la dite Asso-  
ciation, de bien vouloir prendre en  
considération, et, s'il le juge à  
propos, soumettre à tous les bu-  
reaux provinciaux du Dominion la  
question suivante :

" L'insaisissabilité du salaire des  
employés civils fait un tort consi-  
dérable aux marchands-détailleurs  
du Canada. Nous croyons qu'il  
serait juste que ces dits employés  
civils fussent mis sur un pied d'é-  
galité avec les autres citoyens du  
pays, quant aux lois qui régissent  
les collections, etc. Notre succur-  
sale verrait avec plaisir un mouve-  
ment fait par l'Association des  
Marchands-Détailleurs du Canada,  
Incorporée, auprès du gouverne-  
ment fédéral, pour l'abolition de la  
loi rendant insaisissable le salaire  
des dits employés civils.

Président, J. E. HÉBERT.

Secrétaire, J. P. O. LANGLOIS.

(Extrait de "La Presse" et de "La  
Patrie".)



**PALMERSTON BRANCH.**

The retail merchants of Palmerston were called to meet at the Council Chambers on the evening of March 20th to hear Organizer S. A. Brubacher explain the objects and aims of the Association. Mayor Lawrence was in the chair. Mr. B. W. Ziemann, of Preston, was the first speaker, and was followed by Mr. Brubacher. A very attentive and sympathetic hearing was given to both speakers. After their addresses various local merchants were called upon by the chairman, all of whom expressed the opinion that Palmerston should have a branch of the Association. A standing vote was taken, which was practically unanimous, on a motion by Mr. Knechtel, seconded by Mr. Chalmers. Organization work was then undertaken, but it was thought advisable to postpone the election of officers to an adjourned meeting.

The adjourned meeting was held at the same place on the evening of April 9th. On motion of Mr. R. N. Jennings, seconded by Maybury, Mr. Mathers took the chair. The first order of business was the election of officers. The chairman appointed Messrs Jennings and Sterles scrutineers, and called for nominations. The following officers were elected:

President: R. N. Jennings.  
1st Vice Pres.: Jos. Chalmers.  
2nd Vice Pres.: W. Robertson.  
Treasurer: R. Brooks.  
Secretary: S. Mathers.  
Auditors: A. S. Greenwood and J. M. Skelton.

A resolution was adopted that the Branch hold monthly meetings, the second Tuesday in each month.

A committee composed of the President, and the First and Second Vice Presidents was appointed to interview the Town Council to endeavor to secure the Council Chamber for the meetings of the Branch.

Messrs Greenwood and Skelton were appointed to assist organizer Brubacher in securing the adhesion of the merchants of the Town who had not yet joined the Association.

The meeting then adjourned.

**TORONTO BRANCH**

A special meeting of the Milk Dealers' Section of the Toronto Branch was held Tuesday evening, the 27th of March, in the Association Board room. The object of the meeting was to take into consideration the Bill introduced into the Dominion Parliament by Mr. Arch. Campbell, M. P. for Centre York, to provide for a uniform eight gallon milk can. There was a large attendance of members.

Mr. Dockeray introduced the subject and read a number of newspaper articles giving accounts of meetings of the milk dealers in the neighborhood of Toronto to arrange to give support to the Bill.

A lengthy discussion took place on the matter, the universal opinion being that the Campbell Bill would be unjust to the milk dealers in various ways. The dealers have a

large amount of their capital invested in milk cans, and it would be a very great loss to them if they were compelled to do away with these cans and get new ones. The cans now used were very uniform in size and although as a rule they ran a quart or so over eight gallons, this was well known to both producers and dealers, and the price per can was regulated accordingly.

If there were any advantage to the dealers in this fact, every dent in a can reduced the amount it would hold, so that many cans did not hold even the eight gallons. Cases were given where cans had been purposely dented up from the button by dishonest producers. The dealers had no wish to get any advantage over the producers, but they considered the Bill was drawn altogether in the interests of the producers.

The Bill also provided for the inspection of the cans, a fee being charged for such inspection. The dealers would have to pay these fees.

A number of those present spoke in favor of buying their milk by weight, as some dealers were even now doing. This would ensure full justice to both producer and dealer, and would do away with any necessity for such measure as the Campbell Bill.

A resolution was finally adopted that a committee be sent to Ottawa to oppose the Bill. The following committee was appointed for that purpose:—Messrs. Dockeray, Price, Brennand, Anderson, Lock, Pill and Trowern, with power to add to their numbers. It was also decided to ask the City Dairy Company to send a representative.

Secretary R. H. Pill raised the question as to arranging for a uniform price between the producers and the dealers. He suggested that a conference be held with the producers to see what arrangement could be made. A long discussion followed, and considerable difference of opinion was expressed as to the proper division between the summer and winter months. Some were in favor of an equal division into six summer and six winter months, and others into five summer and seven winter months. As a basis for negotiation with the producers a vote was taken on the question, which showed that there was a majority in favor of six summer and six winter months.

The committee appointed to go to Ottawa was also instructed to

confer with the producers on the price of milk.

The Campbell Bill reads as follows:—

An Act to amend the Weights and Measures Act.

In amendment of the Weights and Measures Act, chapter 104 of the Revised Statutes, His Majesty, by and with the advice and consent of the Senate and House of Commons of Canada, enacts as follows:

1. When milk is sold by the can, the can shall be considered as equivalent to eight gallons, and the half can to four gallons.

2. Milk cans shall, when presented for verification to any inspector of weights and measures, be inspected and stamped with their capacity as then determined.

3. The Governor in Council may make a tariff of fees to be paid for inspecting and stamping milk cans, but the said fees shall not exceed one and one-half cent per gallon.

**FRUIT PACKING CONVICTIONS**

The Fruit Division of the Department of Agriculture at Ottawa has been officially notified of the conviction of John Coyle and Robert Coyle Jun., of Colborne, who recently plead guilty before Mr. John Miller, J. P., for wrongful marking of nineteen barrels of Apples. The barrels were marked "No 1" but were found to be inferior to that grade. The fine imposed was one dollar per barrel and costs. Robert Coyle was also fined five dollars and costs as packer of the apples.

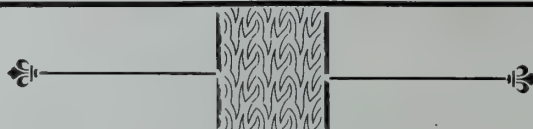
**Government Inspection of Dairies.**

It is quite probable that a bill will be introduced into the Ontario Legislature at the present session of the province for the inspection of Cheese Factories, Creameries and Dairies.

The Local Boards of Health already have power to suspect and enforce regulations to secure proper sanitary conditions, but in many cases this has not been done. The large majority of these places are well conducted, but there are many that are not, and it is these latter that it is sought to reach.

Systematic inspection by independent government inspectors it is urged will do a great deal to remedy existing evils and will tend to create uniformity in conditions.

# SOMETHING NEW IN SHOW CASES



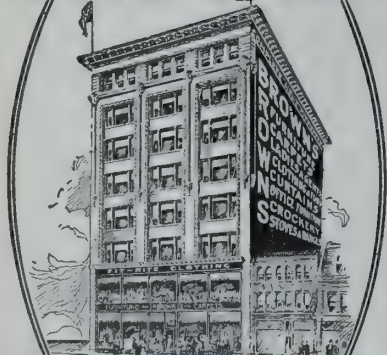
## IF YOU ARE THINKING OF BUYING Silent Salesmen Show Cases

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OF THE LATEST AND BEST. . . . . Write

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**TORONTO.**

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- It means** a cosy home for everybody.
- It means** the same comfort to the wage earner as to the rich man.
- It means** all the household goods you want and desire to suit your condition in life.
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- It means** that when your goods are but partially paid for and calamity or illness should befall you, no embarrassment of loss can possibly happen to add to your burdens.

Complete Line of Roll Top Desks and Flat Top Desks, Office Filing Cabinets and Systems, Board-room Tables, Tilting and Office Chairs.

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# Commercial News.



## Annual Meeting Western Ontario Retail Coal Association.

The annual meeting of the Western Ontario Retail Coal Association was held in the city of London on the 18th and 19th of April. The Coal and Wood Dealers' Section of the Toronto Branch of our Association was represented by Mr. Walter Mann, who is a past chairman of the section. Organizer S. A. Brubacher was also present, representing the coal dealers of the Berlin branch. The sessions on the first day were addressed by several Pennsylvania miners, and on the second day by various delegates, all of whom spoke strongly in favor of organization to cover the whole Province of Ontario. Messrs. Mann and Brubacher strongly pointed out the necessity of the coal dealers becoming a section of our Association. After considerable discussion on this matter it was left in the hands of the Executive to consult with the officers of our Association, which will be done at the next meeting of the Executive Board to be held in Brantford.



Work hard, and you must wear out, but do not permit yourself to rust out.

Japan expects to increase the tonnage of her navy to four hundred tons by the end of the fiscal year 1907-8.

The Dominion Office and Store Fittings Company, Limited, are letting contracts for the erection of a factory building at London, Ontario.

It is reported that the manufacturers of the town of Galt purpose forming a joint stock company to build houses for their workmen and families.

The town of Galt, Ontario, has just completed a system of sewers and storm drains, in all eleven miles in length. The cost of the works is \$250,000.

It is reported that the Bank of Montreal is arranging to open an agency in the city of Mexico. The change from a silver to a gold basis for their currency in Mexico is quick-

ening business and industries in that country in a most remarkable manner.

City Engineer Rust, of Toronto, and Deputy-Engineer Fellowes recently visited the works of the Southern Light and Power Company at Erin-dale on the Humber River, to make a report on it. As a result of their inspection they reported that there was only about twelve hundred horse power available, and that in their opinion it would not pay the city to purchase it.

On April 24th a winding-up order was granted against the Colonial Veneers, Limited, a company incorporated last year to carry on the business of manufacturers and dealers in lumber, veneers, etc. The authorized capital was \$40,000. Mr. J. P. Langley was appointed provisional liquidator. The petition recited that the company had been unable to pay the wages of employees and that other suits had been entered against it in the courts.

The Canadian Shipbuilding Company are rushing their yards at Bridgeburg, Ontario, to completion, in order that they may get to work as soon as possible on the largest steamers ever built in Canada. One is to be a ten thousand ton steel freight steamer for the Chicago St. Lawrence Transportation Company, and the other is a magnificent new palace steamer for the Canadian Pacific Railway for use on the Upper Lakes, and presumably to go on the new Victoria Harbour route. The Bridgeburg yards will be thoroughly equipped with all modern machinery and appliances, and will be in a position to build any vessel required on the great lakes.

An oatmeal mill of large capacity and thirty new elevators in various parts of Manitoba and the North-West are among the buildings which it is said the Lake of the Woods Milling Company is contemplating. The four thousand barrel a day mill of the Keewatin Company will naturally require additional supplies of grain, and to provide for this thirty elevators will be made ready, if at all possible, for the movement of the crops in the autumn. Grinding oats, however, is a new departure for the Lake of the Woods Company. Their mill, which will be situated at or near Portage-

la-Prairie, it is said, will be of the very latest model, and equipped with the most up-to-date apparatus known.



## The York Dairy, Limited.

A company with the above title and with one million dollars of authorized capital has recently been granted a provincial charter. Its headquarter are to be in Toronto and it is designed to become a formidable competitor in the wholesale and retail milk trade. The parties whose names appear as provisional directors in the charter are John L. Birney dairyman; Geo. E. Train, grain merchant; and William Townsend, of Toronto; and W. F. Robertson, broker; and Mrs. Ariole Robertson of Hamilton. The powers granted to the Company are, "to buy, sell and deal in milk, cream, eggs, poultry, and all kinds of farm and dairy products made therefrom, and to manufacture the same, and for such purpose, (a) to manufacture and deal in all kinds of paper, wooden, metal, glass, stone or other wrappers, pails, boxes, cases, cans, vessels or receptacles; and (b) to buy, hold and deal in shares, stocks, bonds or other securities of any companies incorporated with any like or similar or incidental objects; (c) to do a general farming and dairy business; and (d) to pay out of the funds of the company all expenses of or incidental to formation, registration and advertising of the company, to remunerate any person, persons or Company for services rendered in placing of the shares in the company's capital, or any debenture or any securities of the company, or in or about the formation or promotion of company or the conduct of its business, and to select and issue fully paid shares of common stock in the company for any of the foregoing purposes."

The incorporators express themselves as to the success of this new venture.

## THE BALL FURNITURE CO.,

LIMITED

Wholesale Manufacturers of

Cobbler, Upholstered and Common and Fancy Wood Seat Chairs, Bedroom Suites, Sideboards, Extension Tables, Beds, Etc.

HANOVER - - ONTARIO

## AWNINGS

ALL KINDS

TENTS, FLAGS, AND COVERS

TENTS TO RENT

RAYMOND BROS.,

172 King St., London, Ont.

## To the Members of the Retail Merchants' Association of Canada.

GENTLEMEN:—

At the recent Convention of the Grocers' Section of the Association held at the Board Rooms in Toronto, at which upwards of two hundred Delegates were present, the following resolution was given unanimous assent:—

### THIS IS THE RESOLUTION:

"Moved by Geo. Vickers, of Barrie, seconded by H. Rappel, of Elmira, that this convention recognize the importance and necessity of an official organ, *THE RETAIL MERCHANTS' JOURNAL*, such as published by The Retail Merchants' Association of Canada; also as this Journal is distributed to all members of the Association and contains many items of great importance to them, as well as the advertisements of some of the leading manufactures and wholesalers of the Dominion, be it therefore

"Resolved that we consider it the duty of every retail merchant to patronize those firms who advertise in the *JOURNAL*, giving them preference over others (all things being equal) and thus show them that we appreciate their support and are endeavoring to have their advertisements bring results. Such action will insure the continuation of present advertising, and materially assist in securing new contracts, thus benefiting the advertisers, *THE JOURNAL* and ourselves.

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BEST FOR COOKING

50 Years' approval of  
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## Edwardsburg "Silver Gloss" Starch

FINEST FOR WORK IN THE LAUNDRY



AT ALL JOBBERS

**EDWARDSBURG STARCH CO., LIMITED**

ESTABLISHED 1858

53 Front St. East,  
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Works,  
CARDINAL, Ont.

164 St. James Street,  
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Imperial ½ pint and pint Bottles

A NEW AND VERY ATTRACTIVE PACKAGE

Agents, C. E. COLSON & SON, - - - MONTREAL

Avoid the Food Inspector

## :-:ROCK CANDY SYRUP:-:

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If you sell ROCK CANDY SYRUP you will not be troubled by Food Inspectors.

ROCK CANDY SYRUP is made from drippings of Rock Candy and Maple Sugar. It is as good for table use as Maple Syrup.

Send for sample or trial shipment. Your money back if not satisfactory. We quote :

|                                          |                 |
|------------------------------------------|-----------------|
| 6 one gal. tin (wine measure)            | \$4.00 per case |
| 12 half gal. " " "                       | 4.30 " "        |
| 24 quart " " "                           | 4.30 " "        |
| 24 pint " " "                            | 2.20 " "        |
| 5 gal. tins (imperial measure, 1 to can) | 3.50            |

Freight prepaid on shipments of three cases and over to all points in Quebec, New Brunswick, Nova Scotia and Ontario, as far north as Owen Sound, Gravenhurst and on the main line of the Canadian Pacific Railway (only) as far north as North Bay. To all points beyond these limits east of Winnipeg, a freight allowance of 25c per 100 lbs.

## IMPERIAL SYRUP COMPANY, Montreal



THE  
**Retail Merchants' Journal**  
OF CANADA

Vol. 4

June, 1906

No. 6

All Retail Merchants United



The Official Organ of  
**The Retail Merchants' Association of Canada**

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We show attractive, Well-fitting  
Up-to-date Goodyears and Turns

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qui achète le plus...

L'organe officiel des Canadiens-Français, celui qui a  
une circulation considérable et exclusivement cana-  
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c'est le plus littéraire, le mieux fait, le mieux illustré  
et le plus complet .. .. .

Annonceurs, pour des résultats  
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Let us  
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Drop the ordinary kinds of flour you are now handling and get the best

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 Ottawa,      Toronto,      Quebec,      London, Ont.,      St. John, N. B.

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## COTTON DUCK BELTING

Made in Canada



Made in Canada

**Maple Leaf** is made of the best cotton duck woven to our own special formula.

**Maple Leaf** is the truest running belt on the market.

**Maple Leaf** is superior to either Rubber or Leather and in many places will do work that no other make of belt will.

**Maple Leaf** is suitable for all kinds of factories, mills, etc., for power and carrying.

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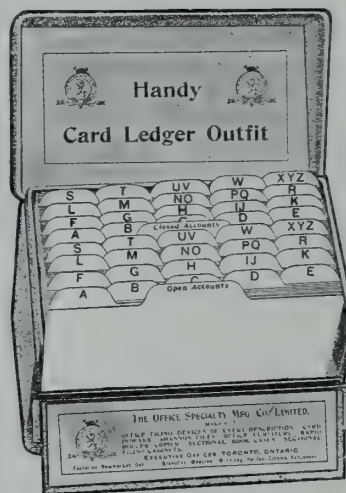
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The Retail Merchant needs an easily accessible and accurate method of keeping accounts. The Cash Book is clumsy. This little Card Outfit can be placed under the counter or in some other convenient



place. Each customer's name is entered on a separate card and filed behind the proper guide. As a customer buys, the items are entered on the customer's card, when account is paid, card is filed behind "closed account" guide, when re-opened the card is filed again behind the "open account" guide.

Simple, effective, and for the price \$1.00, or for a larger size card 6 x 4, \$1.40, is cheaper than a book and causes less work and worry.

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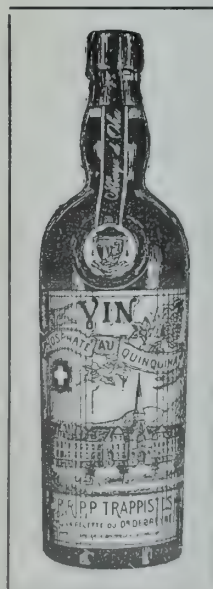
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# THE Retail Merchants' Journal

OF CANADA

The Official Organ of

The Retail Merchants' Association of Canada.

MONTREAL,

JUNE, 1906

## MONTREAL PURE FOOD SHOW.

The first Pure Food Show ever held in the Province of Quebec was open in Montreal, on Monday evening, May 14th, 1906, and was a great success in every way. The Committee of Management had spared no effort to make this Show attractive and creditable. The Exhibitors also co-operated in every way possible to attain this object. They built their booths in a very artistic way, and the extensive advertisement contributed to draw a large crowd at every performance. Above all, and what was chiefly aimed at was fully attained, that is the interesting of the public in the efforts put forth for their instruction and entertainment. The public has responded in such an encouraging manner that we can say that hereafter the Pure Food Show of Montreal will be one of the leading annual events.

### The Management.

The Pure Food Show was held under the auspices of the Grocers' Section, Montreal Branch of the Retail Merchants' Association of Canada, Incorporated. The officers of the Grocers' Section for 1906 are Messrs. P. Daoust, President; E. Upton, 1st Vice-President; Ald. N. Seguin, 2nd Vice-President; P. Bruneau, Treasurer, and J. A. Beaudry, Secretary.

The members who were on the Reception Committee, Messrs. P. Daoust, N. Chartrand, J. A. Maynard, P. Bruneau, E. Upton and J. A. Beaudry, have devoted a good deal of their time there, spending every day, afternoon and evening at the Pure Food Show.

### Objects of the Show.

The great object of these Pure Food Shows is to educate the public

to the use of pure, wholesome and unadulterated articles of food. To attain this purpose, the manufacturers of the Pure Food products are encouraged to unite together to make public exhibitions and demonstrations of their goods in an attractive manner. Expert Government analysts and other officials, whose duties are connected with the protection of the public from imposition and fraud, give instructions explaining how food is adulterated by unscrupulous makers and also point out the means by which these frauds can be detected and prevented.

### Opening Day.

An extract of the journal "Le Canada" states:—

"The official opening of the 'Pure Food Show has been postponed till this evening (Tuesday the 15th), the Mayor Ekers being unable to attend on account of previous appointment, but the real opening has taken place last evening by the Public—with Capital 'P'—by the Crowd—with Capital 'C'—and surely, the most desirable Exhibition Opening, that is an Opening bringing such an affluence of people it being a guarantee of immediate success, is certainly the best inauguration.

There was a large crowd at the Victoria Skating Rink last night, and we can state that no one amongst those who have visited the show will regret his carfare or the 25 cts. he spent for his admission."

### Official Opening.

The ceremony came off at 8.30 P. M., Tuesday, May 15th. The Show was opened officially by Ald. Dagenais, Chairman of the Hygiene Board on behalf of the Mayor, and besides the address of the Mayor, Mr. L. J. A. Surveyer, President of "La Chambre de Commerce Française de Montréal" also addressed the attendance.

The introduction of the different speakers was made by Mr. J. A. Beaudry, Provincial Secretary of the Retail Merchants' Association.

The chair was occupied by Mr. N. Chartrand, Ex-President of the Grocers' Section, and Messrs. A. P. Murray, Robertson, A. Lecompte, etc., etc.

On the opening day, a procession of the Exhibitors and Retail Merchants was formed, with about 60 vehicles, headed by bands of music, and they paraded all through the principal streets of the city. The procession was over a mile long and attracted a great deal of attention.

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Extension Tables, Beds, Etc.

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Mr. Retailer :—

Your stock will be well selected if you  
are careful to handle the handsome styles of

## VACATION SHOES

Manufactured by

**THE MAPLE LEAF RUBBER CO., Limited**

and like

## MAPLE LEAF RUBBERS

the designs of these shoes are absolutely  
correct, and the finish especially neat and  
attractive.

Largest range of styles ever  
offered to the trade.

## Hamburg Felt Boot Co.

Limited

New Hamburg, Ontario

HIGH GRADE

## FOOTWEAR

We manufacture all kinds of

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and All-Wool Lumber-  
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Felt Socks : : : :

ABSOLUTE SATISFAC-  
TION in knowing that  
when you buy the HAM-  
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WHAT YOU HAVE BEEN LOOKING FOR.  
We sell direct from our factory, and give you  
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The  
**Retail Merchants' Journal  
of Canada**

THE OFFICIAL ORGAN

OF

The Retail Merchants' Association  
of Canada

(INCORPORATED)

"All Retail Merchants United."

PRICE, \$2.00 PER ANNUM,

IN ADVANCE

Correspondence is invited, but we do not hold ourselves responsible for the statements or opinions of those using our columns.

Copy for change of advertisements must be sent to the office, 21 Richmond St. West.  
Phone M. 2316, not later than the 1st of each month.

Secretary and Editor, E. M. TROWERN  
21 Richmond St. West, - - - Toronto.

Treasurer, J. A. BEAUDRY,  
270 St. Catherine St. East, - - - Montreal.

**JUNE, 1906.**

**WAMPOLE VS KARN**

There is so much in various parts of this issue upon this most interesting case that it would be superfluous for us to say much more about it at present. The matter is not by any manner of means being let rest, and there is no concealing the fact that the decision of Judge Clute is most surprising to our Association, and no stone will be left unturned to examine every part of the evidence that was put in. One point in the decision strikes us as being very odd, and that is where his Lordship states that only members of the Association could secure the goods that were the subjects of the agreements under the Contract Plan. No arrangement of the sort ever existed and further comments will be made on this point of the evidence in our next issue.

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**EDITORIAL NOTES**

**THE NEW PEDDLERS'  
LICENSE ACT.**

No doubt most of our members would like to be able to read the full text of the Peddlers' License and Transient traders Act as amended at the recent session of the Ontario Legislature. We had intended to publish the new Act in this issue, but the whole measure has not yet been printed, and therefore it will be impossible for us to do so this month. It will be in shape for the July issue.

**THE OTTAWA CONVENTION**

We would especially press upon the membership of the Association in Ontario the importance of each and every branch being represented at the Ontario Provincial Convention of the Association to be held in Ottawa on Tuesday, Wednesday and Thursday, the 3rd, 4th and 5th of July. This is highly advisable in view of the legislation as to the Criminal Code that is being asked from the Dominion Parliament, and which will be a leading subject for discussion at the Convention. The members of the Ottawa Branch have made very extensive and perfect preparations for the reception and entertainment of the delegates, and they also have extended an invitation to delegates to bring their wives and lady members of their families along with them. We do not know how many of the Ottawa members are bachelors, but it certainly would be an interesting feature of the occasion if through this Convention some of the daughters of visiting members were invited to permanently take up their residence in the Capital City of Ottawa. The programme being prepared for the Convention will be a good one, and it will give the members of our various Branches an opportunity to meet one another and thus become more interested in the good work the Association is endeavoring to do. We want to see every Branch of our Association represented. Special Convention rates have been arranged. Let us have a good rally.

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**PURE FOOD NOTES  
Strawberry Jam Grows.**

Out in Nebraska a State Chemical Analyst has won a name for himself. A few months ago he bought a pail of Strawberry Jam that did not impress him as having the appearance of supreme genuineness. He took it, to a greenhouse and secured a space in a corner of one of the warm beds, and planted the Jam, a spoonful at intervals of a few inches apart. Now he has patches of the most beautiful millet that ever man laid eyes on. We have lots of that kind of stuff yet left in our own country, unfortunately.

Your Customers want

**Windsor Salt**

Are you going to make the profit  
or let some other grocer have it?

**A  
STATEMENT  
OF  
FACTS**

**W**E are making the best flour the world has ever seen. If you should make a comparative test of all the high-grade flours, the result would prove that the one perfect flour among them all is



**I**N color, flavor and perfection in milling it has never been equalled. Push it—sell it to your best trade. The repeat orders will convince you that you at last have a flour that satisfies everybody perfectly. Made of the best Manitoba wheat in the finest mill in the world.

**The American Cereal  
Company**

Peterborough, Ont.

**Why  
you should sell**

**“BOBS”**

**Plug Chewing Tobacco**

Because it's an easy seller and it

**Pays good profits**

Handled by all the Wholesale Trade



## MERCHANTS DEMAND A CHANGE IN THE CRIMINAL CODE.

### The present law destroys the foundation of Canadian Commerce.

The great injustice that was inflicted upon the merchants of Canada when clause 520 of the Criminal Code was placed upon the statute books has just begun to drawn upon them.

For years past an occasional groan was heard from some small section of trade who had suffered by being gripped by the iron hand of this monstrous piece of legislation.

Legal opinions ranging from the Supreme Court all the way down to the Police Court have been expressed concerning it, and no two agree.

It is a complex gathering of meaningless words, every clause having a double knife edge which lacerated every victim who came within its touch. It is an ever flowing source of revenue for the legal profession. The most talented of them advising merchants that they were safe within its folds and when once they were apparently within reach of accomplishing that ever to be longed for goal, of having secured "good will among all men" in the same line of trade, the hand of the law grasped the culprit and threw him back with shattered hopes among the hopeless and degenerated criminals in the dock, and he again was forced to seek the guiding hand of the legal profession, who stood with open hand to add still further to his yearly income to again expound the marvelous working of that wretched clause five hundred and twenty. Out of all these small voices there has now arisen a mighty shout which is being heard from the Atlantic to the Pacific and that shout is made to the Cabinet Ministers at Ottawa and in clear and distinct tones it says "Give the merchants of Canada the same privileges as those enjoyed by Labor Unions or place the Labor Unions where we are placed", and nothing will stop this voice until the law is amended. Party politics may be dear to the hearts of some, but bread and butter is of much more importance to us all, and upon the justice of our claim every merchant in Canada will stand, and where our interests lie, beside it we must and will place our vote and influence.

Any law that is framed that will brand merchants as conspirators and criminals who meet together for the purpose of adjusting the value of any commercial commodity, and which will allow Labor Unions to openly agree and arrange upon the value of labor, and allow Railway Companies, Telegraph Companies, Life Insurance Companies, Fire Insurance

Companies and others to fix their rates, is a law that must and will be wiped off of the statute books, and the merchants will never rest until a remedy is secured.

Instead of the law assisting the individual by allowing him to meet with his fellow merchant, so as to broaden his vision, gather larger views, improve his knowledge and engender good fellowship among his fellowmen, it discourages individual effort, brands honest men as thieves and criminals, and encourages huge joint stock companies and immense trusts, as they can meet together, fix agree and arrange among themselves, and be free from the law, but Retail Merchants and wholesale merchants must not meet together for the purpose of trade consultation or they will be branded as culprits and forced to pay a penalty not exceeding four thousand dollars or less than two hundred dollars or two years imprisonment, and yet we are living in Canada the supposed home of the brave and the free where we are ever shouting "Britons never never shall be slaves" Is it any wonder that we are aroused, and are determined to be free: is it not a wonder that we have been asleep at the switch so long?

Without having all the evidence before us in the recent Wampole vs Karn, case the decision adds still greater reason to our argument that we will not be subjected or be governed by legislation that was placed upon the statute books by those who were not familiar with the conditions of wholesale or retail commerce and we will not rest until it is changed. The following is a copy of the Criminal Code and ten reasons why section 520 of the Criminal Code should be changed and we ask all our readers and all our members to assist us in every possible way to have the code amended as we desire.

### Section 520 of the Criminal Code As It Now Stands on the Statute Books.

(The words *in italics* are the amendments we desire inserted.)

"520. Everyone is guilty of an indictable offense and liable to a penalty not exceeding Four Thousand Dollars and not less than Two Hundred Dollars, or two years' imprisonment, or if a corporation is liable to a penalty not exceeding Ten Thousand Dollars and not less than One Thousand Dollars who *unlawfully* conspires, combines, agrees or arranges with any other person, or with any railway, steamship, steamboat, or transportation company.

"(a) To unduly limit the facilities for transporting, producing, manufacturing, supplying, storing or dealing in any article or commodity which may be a subject of trade or commerce; or

"(b) To *unduly* restrain or injure trade or commerce in relation to any such article or commodity; or

"(c) To unduly prevent, limit or lessen the manufacture or production of any such article or commodity, or to unreasonably enhance the prices thereof; or

"(d) To unduly prevent or lessen competition in the production, manufacture, purchase, barter, sale, transportation or supply of any such article or commodity, or in the price of insurance upon persons or property.

"2. Nothing in this section shall be construed to apply to combinations of workmen or employees, for their own reasonable protection as such workmen or employees or to *wholesale or retail merchants for their own reasonable protection as such wholesale and retail merchants.*

*No prosecution shall be commenced under the above section 520, without the fiat of the Attorney General for the Province in which the charge is laid.*

### Brief Reasons why Section 520 of the Criminal Code Must be Amended.

1st.—Because the law discriminates and gives Labor Unions privileges that it does not give to Wholesale and Retail Merchants.

2nd.—Because as the law now stands it will compel Wholesalers, Retailers and Manufacturers to form huge joint stock companies as they cannot meet together and arrange their trade grievances and this destroys individual effort.

3rd.—Because Retail Merchants cannot meet with Wholesale Merchants and consult with Manufacturers as to what fair prices should be on any article.

4th.—Because Retail Merchants in any section of trade cannot meet and agree among themselves as to what fair prices on any article of commerce should be.

5th.—Because Wholesaler Merchants cannot meet and agree among themselves as to what fair prices on any article of commerce should be.

6th.—Because Railway Companies, Telegraph Companies, Life Insurance Companies, Fire Insurance Companies and others are allowed by law to fix their rates and merchants are called criminals if they do the same thing.

7th.—Because the Provincial and Dominion Government fix their rates for custom duties and for postage stamps and

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BUY DIRECT from the largest IMPORTING HOUSE.

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Fancy Oranges, Lemons and Bananas,  
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## When You Want a Good Thing

Get "DEFIANCE" MAPLE SYRUP. It has a good reputation. You can't beat it when it comes to quality.

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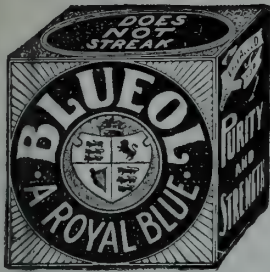
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Maps and handsomely illustrated literature descriptive of the many  
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BLUEOL, the "Never-Streak" BLUE, gives you with each 10-lb. box (4 sq. pkgs.) 10 extra packages more than you get with any other ten pound box of Blue, and with each 12-lb. box (3 sq. pkgs.) you get 16 extra packages more than with any other twelve-pound box of Blue. This reduces your cost 25 per cent, and you get the BEST Blue.

BESIDES THE ABOVE we will send for every 5 coupons (one enclosed in each box) one of the following valuable Premiums:

- For Sale by all Jobbers.
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| 1-Hand Bag             | 5-Lady's Parasol (Black or Navy Blue) |
| 2-Stem Winder Watch    | 6-Framed Colored Engraving            |
| 3-Gentleman's Umbrella | 7-Pocket Flask                        |
| 4-Lady's Umbrella      | 8-Pedometer, 100 miles                |

**J. M. DOUGLAS & CO.,**

**Montreal**

they also prevent private persons from entering into competition with them in the delivering of mail. They have fixed prices on Marriage Licenses and other Licenses and they do themselves what they consider is a crime for Merchants to do.

8th.—Because the Merchants have tolerated this unjust law as long as they possibly can and now it must be abolished as it destroys the very foundation of commerce in Canada.

9th.—Because Merchants are aroused all over Canada at the injustice that has been placed upon them, by giving labor unions privileges that their associations are denied.

10th.—Because Section 520 is so clouded and uncertain that thousands of dollars could be spent upon it to determine what it means and honest men can be branded under it as criminals.

Interview or write your member in the Dominion House and ask him to support our amendment.

◆ ◆ ◆

### THE EIGHT WONDER OF THE WORLD.

Among other current novelties, wholesalers report great interest developing in Puffed Rice, an entirely new thing in ready-to-eat cereals. The product is said to be selling fast and advancing rapidly in public favor. The marvel is that some such way of transforming plain rice into a luxurious article of diet was not invented long ago.

The drudgery of cooking rice several hours has checked the consumption of rice in this country for a half century and sadly interfered with its sale. The sterling qualities of a food of the highest class, however, were always there. Apparently, it only remained for an American by a trifling idea to change the world's most ancient and loved dish into a modern health food.

Just three years ago the scientific journals announced a novel method of cooking cereals by dry heat and explosion. A visit to the mills where this novel process is in daily operation shows that dry rice kernels, thoroughly cleaned, are packed into a steel cylinder which is thrust into a furnace and heated to a high temperature.

After the rice is cooked the cylinders are withdrawn and locked each in a closely screened cage. The cap is removed from the mouth of each cylinder and instantaneously. The natural moisture in the rice grain flashes into a steamy explosion expanding each grain ten times and dashing the rice berries of milk white out into the cage. The transformation is complete, Puffed Rice, ready for use in countless forms, lies before the wondering visitor.

To the sightseer, this fairy-like transformation is absorbing. The furnace contains eight revolving steel air tight cylinders, and the cooking time is forty minutes. The air in the cylinders expands with the heat and exerts a tremendous pressure, preventing the natural water in the rice from turning into steam.

Cookery by explosion, truly a wonderful idea, and one that rendered the process the cynosure of all eyes among the cooking and cereal exhibits at the St. Louis Exposition, this being one of the three exhibits that Prince Ito, the Japanese Prince, visited while touring the Fair.

The crowd of visitors never tired of watching the metamorphosis at the exact moment when the rice changes into dainty puffs. The cylinder has been likened into a cannon by the wordy curious public and the interest is at boiling point from the moment the steel cannons run on a track into the oven, where they revolve ceaselessly and steadily for forty minutes, until the explosion comes, starting little exclamations from the unexpected.

Handfuls of the flaky delicious product were handed to the curious, and they found that it would melt on the palate. The little party of investigators wander on and view each part of the glistening steel mechanical outfit. No hand touches the rice from start to finish.

The great interest in the creation of Puffed Rice undoubtedly centers around its extraordinary finale-cooking by instantaneous explosive flash which robs the rice of its starchy properties and renders it a king of cereal foods.

Much interest has been shown in the inventions by chemists who are interested in the food question. This product is so new and novel, so different and vastly superior to any ready-cooked food that has been placed on the market, that The American Cereal Company has been granted a patent on it. The idea is of incalculable value, as it will increase the consumption of rice several hundred per cent annually.

To the Retail Hardware Dealer.

Dear Sir:

The Alpha Chemical Company, of Berlin, wishes to call the attention of the members of the Hardware section of The Retail Merchants' Association of Canada to the fact that they are manufacturing a line of Stove Polish and Stove Pipe Varnish called "Quickshine", which is absolutely guaranteed in every particular. Also that we have an advertisement in this Journal running concurrently, and we wish to solicit a portion of your business in these lines. Other lines we manufacture that are handled by the Hardware Trade are as follows: — Harness Oil in packages and in bulk; Harnes Polish; Hoof Ointment; Carriage Top Dressing; Chloride of Lime; and Metal Polishes. These goods are all warranted. We have been established now for over fourteen years, and if there is a dollar's worth of our goods on any dealer's shelves that is not worth a hundred cents on the dollar, it is because we don't know of it.

Thanking our many patrons for past favors and soliciting a continuance of the same,

We remain

Yours sincerely

The ALPHA CHEMICAL  
COMPANY,  
Berlin, Ontario.

◆ ◆ ◆

Nous attirons l'attention de nos lecteurs sur l'annonce de "LA FONCIERE", Compagnie d'Assurance contre l'Incendie, que nous publions ailleurs.

LA FONCIERE a déjà fait ses preuves: fondée le 3 avril 1902, nous ne pouvons trop la recommander comme offrant toutes les garanties suffisantes, et méritant le patronage des Canadiens.

Side

by

Side

These two Brands are

**BORDEN'S**Guarantee of purity, cleanliness in manufacture,  
and the best that can be produced in**Condensed Milk and Evaporated Cream**

"Eagle" Brand

"Peerless" Brand

**WILLIAM H. DUNN,**

Scott, Bathgate &amp; Co., Winnipeg, Man.

**MONTREAL and TORONTO**

Shallcross, Macaulay &amp; Co., Vancouver and Victoria, B. C.

STUDY YOUR OWN INTERESTS

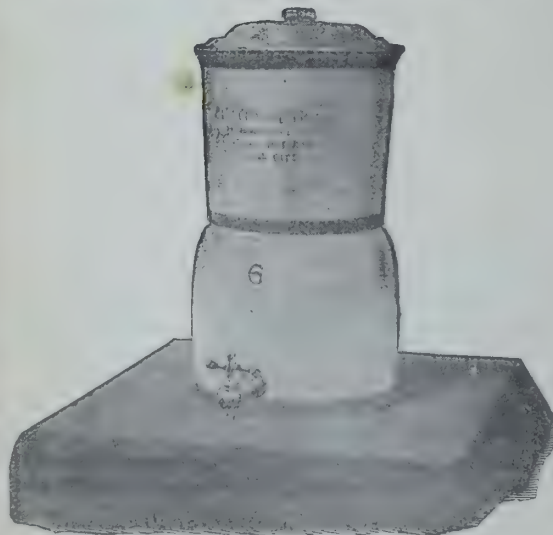
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**MELAGAMA****CEYLON TEA**

We back it up with 30 years experience of the Tea Trade and up to date advertising.

SEND FOR PARTICULARS

**MINTO BROS****Toronto****PURE WATER****The Gate City Natural Stone Filter.**

Particularly adapted for Houses, Hospitals, Institutions, Office and Factory Use. Is the most reliable and perfect germ-proof Filter in the world. The filtering medium is a **natural stone** and **impurities never penetrate it**, but lie on the surface. Internally the stone remains as pure and white after years of use as when taken from the mine. All drug stores should carry a sample or two. Absolutely **the only Filter made** embodying the essential qualities of **perfect filtration, ease of cleaning, and moderate cost**. Its value and popularity are proved by the fact that nearly  $\frac{1}{2}$  a million are now in use.

In Fine Glazed Stoneware

**PRICES**

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|--------|----------------------------------------------------------------|--------|
| No. 6  | Filters 2½ gals. per day, top holds 4 qts., bottom 6 qts.....  | \$3.00 |
| No. 7  | Filters 4 gals. per day, top holds 6 qts., bottom 8 qts .....  | 4.50   |
| No. 8  | Filters 7 gal. per day, top holds 8 qts., bottom 10 qts .....  | 5.50   |
| No. 9  | Filters 10 gals. per day, top holds 11 qts., bottom 14 qts.... | 6.50   |
| No. 10 | Filters 13 gals. per day, top holds 16 qts., bottom 20 qts.... | 8.00   |
| No. 12 | Filters 17 gals. per day, top holds 24 qts., bottom 28 qts.... | 10.00  |

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## DRUG SECTION

### Toronto Branch.

The regular monthly meeting of the Drug Section of the Toronto Branch was held on Thursday afternoon, May 3rd, in the Board Room. There was a large attendance of members, with Mr. Geo. M. Petrie, Chairman of the Section, in the chair.

The Contract Plan Committee reported that the case of Wampole vs Karn had been heard but that the decision of the Judge had been reserved, and up to that time had not been handed down. Chairman John Hargreaves of the Committee also reported on other various matters in connection with the working of the Contract Plan.

Mr. Geo. E. Gibbard explained the amendments that had recently been secured to the Ontario Pharmacy Act, and on motion of Mr. W. J. A. Carnahan, seconded by Mr. Walton, the following resolution was adopted: — "That the Drug Section of the Toronto Branch expresses its great indebtedness to the members of the Ontario College of Pharmacy for their co-operation in securing the amendments to the Pharmacy Act recently passed by the Ontario Legislature, specially mentioning their own representatives on the Council, and that a copy of this resolution be sent to the Registrar of the Council of the College."

Mr. E. M. Trowern the Dominion Secretary strongly urged on the members the necessity of having the Criminal Code amended and the meeting then closed.

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### THE NEW PHARMACY ACT

In its working the old Pharmacy Act of the Province of Ontario was found defective in its inability to protect the public from the operations of unqualified parties who engaged in the traffic in poisons, patent drugs and compounds, which was a menace to public safety. This weakness was not so manifest while such business was confined to individuals, but the

recent rapid spread of "Company Pharmacy" emphasized the danger. With a view to remedying the evils which have arisen amendments have been made to the Act at the sessions of the Ontario Legislature both last year and this. The following quotation from the Canadian Pharmaceutical Journal explains in short the nature of the amendments which have been made: — "In these amendments the Pharmacists of Ontario have established the principle of registration as a qualification of ownership, secured much needed protection to the public and closed up an avenue by means of which unqualified and undesirable persons were demoralizing the profession and nullifying the effort of those earnestly engaged in elevating the standard of Pharmacy and making it a calling attractive to the best men in the community."

Section 26 of the Ontario Pharmacy Act as now amended reads as follows: — "No person shall sell or keep open shop for retailing, dispensing or compounding poisons, drugs or medicines, as provided for in section 34 of this Act, together with Turpentine, Epsom Salts, Senna, Alum, Borax, Castor Oil, Sulphur, Glaubers Salts, Cream of Tartar, Carbonate of Soda, Bi-carbonate of Soda, and Glycerine, or sell or attempt to sell any of the articles mentioned in Schedule 'A' to this Act, or assume or use the title of Chemist and Druggist, or Chemist or Druggist, or Pharmacist, or Apothecary, or Dispensing Chemist, or Dispensing Druggist, or any sign, title or advertisement implying or calculated to lead people to infer that he is registered under this Act, in any part of the Province of Ontario, unless such person is registered under this Act, and unless such person has taken out a certificate under the provisions of section 18 of this Act, for the time during

"which he is selling or keeping open shop for retailing, dispensing or compounding poisons, or assuming or using such title; and no Company incorporated under any of the Acts in force regulating Joint Stock Companies shall sell or keep open shop for retailing, dispensing or compounding poisons, drugs or medicines, as aforesaid, or sell or attempt to sell any of the articles mentioned in Schedule 'A' to this Act, unless a majority of the Directors thereof are duly registered as Pharmaceutical Chemists or Chemists and Druggists under this Act, and unless one of such directors shall, personally manage and conduct such shop," and shall have his name and certificate posted up in a conspicuous position in the shop, and no person not so registered as a Pharmaceutical Chemist, or Chemist and Druggist, shall in any way interfere with or take part in the management and conduct of such shop, and anything which would be an offence under this Act if committed by an individual shall be an offence by each of such registered Directors and by such Company, and the prosecution of either of them shall not be a bar to the prosecution of the other: Provided that nothing in this Act contained shall be taken to prevent the sale by persons not registered in pursuance of this Act, of Paris Green and London Purple, so long as such articles are sold in well secured packages distinctly labelled with the name and address of the person preparing or putting up such packages, and marked "Poison".

It is also provided that the amendments to the Ontario Pharmacy Act shall not come into force until the first day of August, 1906.

Under "Company Pharmacy" certain individuals had discovered a method of running the Drug Business "outside of the law". While they were thus evading prosecution for doing



The healthy growth of this Company may be seen by a comparison of the following figures for decennial periods:

| Year | Payment to policy-holders | Assets    | Surplus  | Assurance in Force |
|------|---------------------------|-----------|----------|--------------------|
| 1874 | \$ 5,854                  | \$ 33,721 | \$ 4,293 | \$ 856,500         |
| 1884 | 66,073                    | 652,661   | 47,223   | 7,835,900          |
| 1894 | 301,681                   | 2,866,559 | 277,647  | 18,767,698         |
| 1904 | 524,615                   | 8,220,530 | 772,072  | 40,476,490         |

Extract from the President's Annual Address, March 2, 1905,

The indications are that the present year will be the best in the history of the Company.

**ROBERT MELVIN, President.**      **GEO. WEGENAST, Manager.**  
**W. H. RIDDELL, Secretary.**  
**WATERLOO . . . . . ONTARIO.**

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what was in reality a violation of the law, which had been especially framed to protect the public from the dangers which would arise from the Drug business being conducted by inexperienced and unqualified men, they were also doing their utmost to drive the qualified men out of the business altogether. They were striving to get possession of the Drug business by temporary price cutting and other devices that were calculated to deceive the public and give the impression that they were "benefactors of the people". The framers of the Pharmacy Act had not foreseen that the safeguards they had provided for the public would be evaded in this manner, but when the facts of the case were clearly laid before our legislators they at once saw that a remedy such as now provided was needed.



**Wampole & Co. vs F. E. Karn Co.**  
**Text of Judge Clute's decision.**

This was an action for damages for breaches of Contracts and asking for an injunction restraining defendants from further breaches of the Contracts.

Mr. Justice Clute said:—The Plaintiff's Statement of Claim sets forth that they are manufacturing chemists and are the sole owners and manufacturers of certain proprietary medicines and preparations, which are manufactured by them under private formulae, among them being Wampole's Tasteless Preparation Extract of Cod Liver Oil; Wampole's Antiseptic Solution Formoloid; and Wampole's Formoloid Tooth Paste.

On the 2nd of November 1905 the Plaintiffs entered into two separate agreements with the Defendants. One of the said agreements was on a form of contract used by the Plaintiffs in connection with their wholesale trade, and provided that, in consideration of the Plaintiffs supplying to the Defendants the preparations therein mentioned, and being those above referred to, at a schedule of prices set out in the said agreement, the Defendants covenanted not to sell wholesale any of the said preparations at

a price below those mentioned in the said agreement.

The second agreement is on a form used by the Plaintiffs in connection with the retail trade, and provides, amongst other things, that the Defendants, in consideration of the Plaintiffs' covenant to supply them with the above mentioned preparations at a schedule of prices therein set out, agree not to sell such preparations to any customer or other retailer except at the schedule of prices mentioned in the said agreement, and then only when such retailer had signed an agreement with the Plaintiffs to the same effect as the said agreement with the Defendants.

The Plaintiffs allege that they have supplied the Defendants with their preparations in accordance with the said agreement, and in every way have carried out their part of the contracts.

The Plaintiffs charge that the Defendants have not complied with their covenants contained in the said agreements and have sold the preparations of the Plaintiffs at lower prices than those agreed to be observed, as set out in the schedules to said agreements, and the Defendants refuse to observe and be bound by their covenants in the said agreements.

The Plaintiffs claim damages for breach of the said contracts and an injunction restraining the Defendants from further breaches of the same.

The Defendants plead that the said contracts are null and void by reason of being in restraint of trade. The Defendants further say that if any such agreements existed as referred to in the Plaintiffs' statement of claim, they were procured by an unlawful conspiracy between the Plaintiffs and other manufacturing chemists and the Association of Wholesale and Retail Druggists, and that the said conspiracy was entered into for the purpose of unduly enhancing the prices of certain medicines, and are contrary to the provisions of the Criminal Code relating thereto, and are null and void.

The Plaintiffs' Manager was examined for discovery and it was agreed between the parties that his examination should be put in as evidence.

It appeared from the evidence that the goods covered by the contracts had been supplied to the Defendants; that the Defendants had been advised that the contract was illegal and void and had refused to be bound by it, and had, in fact, sold goods purchased at prices less than the prices fixed by the schedules in the said agreements in breach of their contracts with the Plaintiffs. The Plaintiffs were in fact paid their prices for the goods. The breach charged was the Defendants were selling at less than the schedule prices. The Plaintiffs' Manager explained how this injuriously affected their business. In answer to a question how these cut-rate prices injured the Company he said it did not do so directly but indirectly.

His Lordship quoted from the evidence showing how this point was brought out. Thus: if the goods were not on this restrictive scale whereby the full schedule price could be maintained druggists would naturally sell their own lines or would try to substitute on the customer some other preparation. Collectively throughout the Dominion of Canada that would materially affect the sale of their goods.

The Judge continued as follows:—He further stated that there was fierce competition between the large dealers and some retailers, and that the object of this agreement was to do away with that competition.

The form of agreement used in this case was that adopted by the Plaintiffs with their other customers throughout the Dominion. The contract was approved by the joint committees of the Canadian Wholesale Druggists' Association and the Drug Section of the Retail Merchants' Association. The form of contract was prepared by the Retail Merchants' Association. The witness goes on to say that about three years and a half ago the cutting evil was getting to be a very serious proposition for the retail druggists. The Judge here again quoted from the evidence of Manager Brick of the Wampole Company to the effect that about the time just



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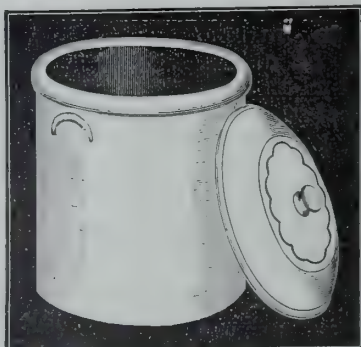
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mentioned the Retail Merchants' Association approached him through a committee of the Retail Druggists to urge him to adopt the Contract Plan, as a result of which the Wampole Company did so. That agreement was ineffective and it was found in a suit in Montreal that it could not be enforced. As a consequence the Wampole Company withdrew from the Contract Plan for about six months. The Committee from the Drug Section of the Retail Merchants' Association again approached him and asked him to adopt the Contract Plan again, saying to him that they had another agreement which was not defective. He considered that the good-will of the two thousand four hundred retail druggists throughout the Dominion was of more consequence to his Company than Eaton's or Simpson's, or Burgess-Powell or Karn's for the sale of their goods. So they adopted the agreements in question in the present action.

His Lordship still further quoted from Manager Brick's evidence to the effect that the Cod Liver Oil cost the retailer fifty-seven cents a bottle, and the regular retail price set out in the agreement was one dollar per bottle, and that Karn had sold it at seventy-nine cents a bottle, and that the object of the agreements was that no one should be in a position to sell this and the other preparations at less than the regular retail prices, that is, to avoid cutting of prices.

Resuming the Judge continued as follows: — The effect of these contracts is to fix the prices at which these preparations will be sold to the wholesale trade, and the prices at which the same articles will be sold by the wholesale trade to the retail trade, and lastly, to fix the prices at which they will be sold at retail. Competition therefore in these articles is not only affected but entirely destroyed. The agreement exists not simply between the parties to this action but affects the entire trade in the article. No one can buy an article for resale, whether wholesale or retail, unless he enters into one or the other of these agreements, as the case may be.

Is this agreement contrary to the Criminal Code?

Section 516 of the Code defines a conspiracy in restraint of trade to be "an agreement between two or more persons to do or procure to be done any unlawful act in restraint of trade". Every one is guilty of an indictable offence under section 520 of the Code "who conspires, combines, agrees or arranges with any other person, or with any railway, steamship, steamboat or transportation company — (a) To unduly limit the facilities for transporting, producing, manufacturing, supplying, storing, or dealing in any article or commodity which may be the subject of trade or commerce; or (b) To restrain or injure trade or commerce in relation to any such article or commodity; or (c) To unduly prevent, limit, or lessen the manufacture or production of any such article or commodity, or to unreasonably enhance the price thereof; or (d) To unduly prevent or lessen competition in the production, manufacture, purchase, barter, sale, transportation or supply of any such article or commodity, or in the price of insurance upon person or property."

In *Rex v. Elliott* (90, L. R. 648) an Association was formed, one of the declared objects of which was the protection of its members, who were dealers in coal, against the shipment of coal direct to consumers by the producers. It was also formed to prevent members, including any local organization who had become members, from buying coal from any producer who sold direct to consumers or to dealers who refused to maintain prices as fixed, and provision was made for enforcing these rules by fines and expulsion. The accused was held guilty of an offence under section 520 of the Code. Justice Meredith in giving judgment said: — "Can it be said that a monopoly of the whole supply by the accused and the other dealers in the commodity associated with him, with the consequent power it would give them, whether exercised to

"the full for their own gain or not, is not an undue prevention or lessening of competition in the supply of the Commodity? My answer to the question must be that it is a dangerous power, unfair, unreasonable, and unjust towards mankind at large in the Province; towards those who might desire to trade in the commodity without joining the Association and becoming a party to the wrong, and towards those who are obliged to buy, that is, practically every one; and if so, it must assuredly be an undue prevention or lessening within the meaning of the statute." And again: — "It would be difficult for me to suggest what would be such an undue lessening of competition if the domineering and absolute control over the commodity which the Association designed and endeavored to get and to exercise be not undue. It was not merely endeavoring to control the market, but to prevent altogether a market for the commodity, to give the members of the Association a complete monopoly of it, to take it out of the open market entirely."

The conviction was affirmed by the Court of Appeal. Osler, J. A., delivering the judgment of the Court, after referring to the various amendments of the law, says: — "It is the conspiracy to do these things unduly which is now made unlawful and an offence within the meaning of the section. The right of competition is the right of every one, and Parliament has now shown that its intention is to prevent oppressive and unreasonable restrictions upon the exercise of this right; that whatever may hitherto have been its full extent, it is no longer to be exercised by some to the injury of others. In other words, competition is not to be prevented or lessened unduly, that is to say, in an undue manner or degree, wrongly, improperly, excessively, inordinately, which it may well be in one or more of these senses of the word, by the combination of a few the right of the

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"many is practically interfered with by restricting it to the members of the combination. The plain object of this Association was to restrict and confine the sale of coal by retail to its own members and to prevent anyone from obtaining it for that purpose from the operators and ship-pers."

In the present case the evidence showed that the commodities in question could not be purchased by the Defendants or by any one else unless and until they had signed the agreements in question.

An injunction is asked for upon the ground that, although the Defendants have paid the Plaintiffs the full price agreed upon for the goods purchased, yet they have sold at a less price than that fixed by the agreement.

This agreement is used not simply in relation to these commodities between the Plaintiffs and their various customers, but is the form adopted by the committees representing a large part of the wholesale and retail trade of Canada. It means that nearly every commodity in common use is to be subject to a hard and fixed contract which fixes the Manufacturer's price, the wholesale price, below which none can sell and no one can purchase who is not a member of the Association and agrees to sign the contract in question. It means that competition is not only unduly prevented or lessened in the purchase, barter and sale of this article, but is absolutely destroyed. In the present case the evidence also showed, I think, that the price was unreasonably enhanced by reason of this agreement.

(Note. — It must in justice to our Association be noted here that when Mr. Justice Clute stated, as just above, that "no one can purchase who is not a member of the Association", the evidence does not bear this out. In the trial of the case, as reported in the May issue of this Journal, and on page 149 of that issue will be found the evidence on this very point, as given by Mr. Geo. E. Gibbard, who is a well

known member of the Drug Section of the Toronto Branch of the Association. This record is as follows: — "The judge particularly questioned the witness as to whether there was any restraint upon druggists not members of the Association getting supplies from the manufacturers. He stated there was none whatever, and that whatever benefits were secured for members by the work of the Association were as fully shared in by all retail merchants in the same lines of trade.")

The judgment proceeds as follows: — *Elliman v. Carrington* (1901, 2 Chan. Div. 275) was relied upon by the Plaintiffs. In that case the Plaintiffs, who were manufacturers of goods, sold them to wholesale traders whereby the purchasers bound themselves not to sell the goods for less than a certain specified price, and if they sold to the trade to procure a similar signed agreement from every retailer whom they supplied. The purchasers sold some of the goods to retail traders without procuring from them any such agreement as provided by the contract, and it was held that the contract was not in restraint of trade, and that the vendors could maintain an action in respect of the breach of it.

A number of American cases were also cited on behalf of the Plaintiffs. *Garst v. Harris*, 177 Mass. 72; *Walsh v. Dwight*, 58 N. Y. State Rep. 91; *Whitwell v. Continental Tobacco Co.*, 125 Fed. Rep. 454; *Hulse v. Bonsack Machine Co.*, 65 Fed. Rep. 869; *Nordenfeldt v. Maxim Nordenfeldt Guns & Ammunition Co.*, 1894 A. C. 535. These cases are decisions where there is no law corresponding to our statute, and therefore can aid very little in a decision of the present case.

I think the statute was intended to provide against agreements similar to the one in question. The history of the law shows that it was passed at a time when the law relating to the protection of native industries was being introduced. As an objection to the protective tariff it was argued

that combinations might be formed which would destroy competition and so enhance the price. That while upon the one hand foreign goods were excluded, the introduction of which might moderate the price of the article in question, upon the other hand trade combinations might be formed which would destroy competition and greatly raise the price of the commodity to the consumers. To meet that objection the law against restraint of trade was passed. It was intended to prevent the very thing that was aimed at in the present contract, and it is difficult to conceive of a scheme more effective to destroy competition and to enhance prices than the contract sued on. It is the form adopted by the Association of Retail Merchants in Canada and by the Association of Wholesale Merchants in Canada. It thus included to the extent of the membership of these various Associations a very large part of the trade of Canada. The result is that to the extent that these Associations are able to reach persons engaged in the manufacture and trade, they will be able to control the prices of the various commodities and articles of trade; not only to limit but to destroy competition, and in effect to declare that no one will be permitted to deal in their commodity who will not first of all bind himself to sell the same only at a fixed price.

I find as a fact from the evidence that the agreements in question, and each of them, were procured by an unlawful conspiracy between the Plaintiffs, Defendants and other Manufacturing Chemists and the Association of Wholesale and Retail Druggists, and that the conspiracy was entered into for the purpose of unduly preventing or lessening competition in the purchase, barter and sale of the articles in question being articles of trade and commerce, and for the purpose of unreasonably enhancing the prices of said commodities, and are contrary to the provisions of the Criminal Code, and are null and void.

The Plaintiffs' action must be dismissed with costs. 6

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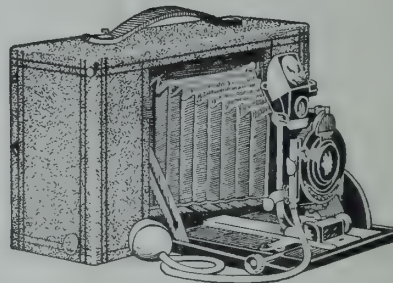
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## GROCCERS' SECTION



### Toronto Branch.

The regular monthly meeting of the Grocers' Section of the Toronto Branch was held in the Board Room on Monday evening May 28th at 8 o'clock. Mr. M. Moyer, Chairman of the Section, presided. The attendance was good.

### Justice Clute's Decision.

General Secretary E. M. Trowern made an explanation of the recent decision of Mr. Justice Clute in the case of Wampole vs. Karn. He stated that although this case involved a contract under the Contract Plan the validity of the Contract Plan itself was not in question, the real point upon which the decision was made was the circumstances that led up to the Wampole Company adopting the Contract Plan. It was held by Judge Clute that the negotiations between the Drug Section of the Association and the Wholesale Druggists' Association in inducing the Wampole Co. to adopt the Contract Plan constituted a conspiracy under the Criminal Code and that on account of what the Judge called a conspiracy he had declared the contract between Wampole and Karn null and void. There could be no doubt whatever that the Contract Plan in itself was quite in accordance with the law, and the manufacturers had a perfect legal right to demand that all to whom they sold their goods should sell them at the prices set by the manufacturer, but if any contracts entered into between the manufacturers and the retailers were obtained by a body of the wholesalers and retailers uniting and asking the manufacturers to adopt such a plan, then such contracts were illegal. Although such a state of things was highly unjust and tended to the degradation of the trade, and the Criminal Code in this particular was a vicious piece of legislation, still under Judge Clute's decision the retail trade was so far handicapped, and what remained to do was to

work even more earnestly for an amendment to the law which would remove the injustice. There was one point however in which Judge Clute's decision was in direct conflict with the course adopted by the Association, and that was where the Judge stated that it was only members of the Association who could obtain the goods. The facts bearing on the point were directly the other way, and any one could buy who signed the contracts, members or non-members. Still he wanted to emphasize the fact that manufacturers still had a perfect legal right to enforce such agreements as the one in the Wampole vs. Karn case, provided they did so at their own initiative, and without the interference of second or third parties.

### Peddlers' Act.

Mr. Trowern also explained fully the amendments that had been secured through the efforts of the Association to the Peddlers' and Hawkers' Act. Under these amendments the various municipalities throughout the Province could now make regulations for much better protection of the interests of retail merchants from the evils of indiscriminate peddling, and it remained for the branches of the Association in the various cities, towns and villages throughout Ontario to have their Councils pass by-laws in accordance with the enlarged powers granted them under the new law. A by-law will be prepared and a copy sent shortly to every Branch of our Association in the Province.

### Report of Pure Food Show Committee.

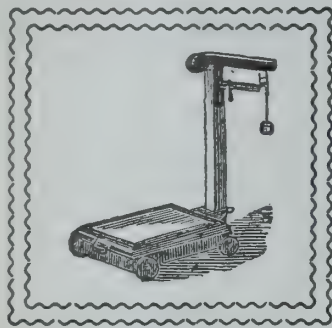
Mr. Moyer reported that the Pure Food Show Committee had completed its work, and had closed up all matters in connection with the recent Show. In connection with the Show the Committee had handled in all somewhat over ten thousand dollars, and after paying all expenses and charges of every kind he was pleased to be able to state that they had

a surplus, which enabled them to hand over to the treasurer of the Grocers' Section the cheque which he held in his hand, the amount of which was three hundred dollars. (This statement was received with hearty applause). The expenses had been very heavy but the success of the Show had been most marked in almost every particular. They had not received a single cent from the City Council, nor from any other source except that was earned by hard work. He was pleased to say that the Grocers of Toronto had most loyally supported the Show, as had also the Toronto public. The report was received and a most hearty vote of thanks given to the Committee.

### Report of Executive Committee.

Mr. F. C. Higgins reported on behalf of the Executive Committee of the Grocers' Section, and stated that a conference had recently been asked by a committee of the Toronto Retail Grocers' Association in reference to securing the appointment of a Fruit Inspector for the city and a by-law to regulate peddlers. The Executive stated that they would be pleased to meet them, but that they already had both those matters well under way, and that the Grocers' Association had appointed a committee to work with the members of our Grocers' Section and assist us in securing these measures, and it was likely that in future there would be a more friendly feeling on the part of the members of that organization towards the Grocers' Section of the Retail Merchants' Association, as their objects were similar, and the Toronto Grocers' Association could not hope to effect very much through their own efforts, they not being allied with their fellow Retail Merchants.

Mr. Higgins also reported that the Executive had appointed Mr. Moyer a delegate to attend the Grocers' Convention for the Province of Quebec, held recently at Montreal during the Pure Food Show in that city.



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GAS REGULATOR  
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BURNS 90% AIR  
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ADJUSTMENT  
NOT AFFECTED BY  
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REGULATE IT  
POSITIVELY  
NO ESCAPE OF GAS  
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**Report of Montreal Convention.**

Mr Moyer was then called upon for a report upon his trip to Montreal. He stated that he had a very pleasant and profitable time, and had been right royally entertained by the Montreal members while there. The proceedings at the Convention had been conducted almost entirely in French, of which he had a somewhat imperfect knowledge, and although he could not understand what was being said, he was very much struck with the earnestness and great attention of the members in attendance. He had never got amongst a more hospitable lot of men and never expected to, for he could not possibly have been treated better. The Montreal Pure Food Show appeared to be a success and well managed, but like themselves in Toronto last year, they would have the experience to improve upon it in after years. He found the grocers in Montreal fully up to date in every way, and was surprised to see such universal business ability and thrift on all sides. He had gone down to Montreal with the idea that business methods were not quite up to the same mark as in Toronto, but he had been most agreeably disappointed and now was convinced that Toronto Grocers had nothing that they could teach to their confreres in Montreal. Had he only been able to understand and talk French he did not know but that he might have been tempted to make his future home in that city. (Laughter). One resolution had been passed at the Convention which he thought might with advantage be adopted in Toronto, and that was one that would help to do away with unintentional underselling amongst retailers. The Montreal men had passed a resolution asking the manufacturers of Biscuits to change their method of billing, so that they would bill at the regular retail price and give a discount of say twenty per cent off the invoice price. This would give all retailers knowledge of what price they were expected to sell their goods at. This would secure some of the advantages of the Contract Plan amongst legitimate traders, and could

not in any way come under the clauses of the Criminal Code.

After Mr. Moyer resumed his seat, a discussion arose upon the above mentioned resolution, and Mr. J. H. Walker moved, seconded by another member, that steps be taken by the Grocers' Section of the Toronto Branch leading to the Biscuit manufacturers of Toronto adopting the same plan of billing as that proposed in Montreal, but owing to contemplated changes in the Criminal Code the matter was left over for consideration at a future meeting.

**Conference Committee Appointed**

The following committee was appointed to confer with the committee of the Toronto Retail Grocers' Association when necessary, concerning the matters above mentioned. Messrs. M. Moyer, F. C. Higgins, A. Snuggs, J. H. Walker, John Good, J. W. Middleton, G. Humphries, Coutts, Squires, Probin, Parker and Trowern.

**OTTAWA BRANCH.**

The Annual Meeting of the Grocer's Section of the Ottawa Branch was held on Wednesday night, the 9th of May, in Royal Albert Hall, O'Connor Street, with a large attendance of members. President F. W. Forde was in the chair.

The report of the Secretary, Mr. H. C. Ellis, for the year was a most exhaustive one, and treated of many most important matters. During the past year the legislation secured by the Retail Merchants' Association had resulted in the almost total abolition of the trading stamp evil.

In securing this legislation the Ottawa Branch of the Association had rendered most valuable and efficient service. The peddling question had been taken up by the Association and as a result a new law is being pushed through the Ontario Legislature. Two Lectures had been given in Ottawa under the auspices of the Branch, by Prof. MacFarlane, of the Inland Revenue Department, and Mr. A. McNeill, Chief of the Fruit Division of the Commissioners' Branch of the Department of Agriculture. The Association has in view a scheme

for the opening of a new department for the purpose of reporting and collecting, whereby an agent will be appointed to secure all information in a private businesslike way of proposed new accounts where grocers are asked for credit from day to day. This department will be for the benefit of members of the Association only. There are at present fifty-two of the grocers of Ottawa members of the Association, and it is expected that in the course of time every grocer in the city will become a member. The excursion to Carleton Place last August had been a complete success in every way and augured well for the success of the annual outing this summer. The report of the Secretary was received and adopted. In this connection it might be said that there are but few of the branches of the Association that have a secretary as earnestly given to the work of the Association as Mr. Ellis of Ottawa, and certainly there are none that can excel him.

Messrs. F. W. Forde and H. C. Ellis made a report of the Convention of the Provincial Grocers' Section of the Association held in Toronto during the Pure Food Show in that city.

Mr. C. J. Provost, Treasurer, made his report, showing a balance on hand of about \$300.

A committee was appointed to arrange for the annual outing, the date of which had not then been settled.

The election of officers for the ensuing year resulted as follows: Chairman, F. W. Forde (re-elected by acclamation); 1st Vice-Chairman, H. W. Booth; 2nd Vice-Chairman, E. Scannel; Treasurer, C. J. Provost; Secretary, H. C. Ellis. Executive Committee: Messrs. George Atkinson, C. B. McLean, A. Johnston, Jr., D. Halliday, A. J. Warnock and Wm. Farmer. Auditors, Messrs. Wall and McLean.

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| 10c "—4 " " — 3.00 "                   |
| 25c "—2 " " — 4.50 "                   |

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## HARDWARE SECTION

### Toronto Branch.

A meeting of the Hardware and Stove Dealers' Section of the Toronto Branch of the Retail Merchants' Association was held in the Board Room on Friday evening, May 11th, at eight o'clock. Mr. George Pear-sall occupied the chair.

After routine business, Mr. Trowern addressed the meeting in reference to the proposal by some hardware dealers to form a one line Association. He stated that a hardware association was formed in Toronto in 1891, and an attempt was at that time made to organize the hardware trade throughout Ontario. This attempt was not successful, and after many attempts to organize the hardware dealers as a separate body the Ontario Hardware Association decided to come in and form a hardware section of our Association. In the course of time the Hardware Section extended, until now there were over five hundred and fifty members in all parts of the Province of Ontario, and also Hardware Sections in all the other Provinces where the Association is now working. There were a great many things that the hardware men wanted to secure in order to prevent price cutting and to remedy other evils under which the hardware trade was laboring. They in common with all other retail merchants are handicapped by the present Criminal Code, and in order to get this Code amended so as to enable them to remedy their grievances it was necessary that they work in harmony with all other retail merchants, and this could not be done as well through any other means as through the Retail Merchants' Association of Canada. Efforts were now being made by the Association to effect amendments to the Criminal Code, and it was strongly hoped that they would be successful. He also spoke of the Contract Plan as one that should be adopted in all branches of trade.

The Association had been experimenting on the Contract Plan in connection with the Drug Section for over three years, and the case of Wampole vs. Karn, which was then before the Courts, and which case would no doubt determine just how far the Association could go in meeting together and discussing trade matters with the Wholesalers and Manufacturers and yet not come within the Criminal Code. Until this matter were settled it would not be wise for the Hardware Section of the Association to take action in the same direction. This was the reason why the Hardware Section of the Association had not been as active as some of the members appeared to desire. It would be well therefore to endeavor to get the delegates at the approaching convention to agree to work as a Hardware and Stove Dealers' Section of the Association, because in the efforts to secure legislation their interests were the same as those of all other Sections, and it had already been proved that the combined influence of all retail merchants was effective where separate trades acting singly had altogether failed.

A discussion followed, as a result of which it was moved by Mr. J. W. Peacock, and seconded by Mr. Henry Nunn,—"That it is in the best interests of the Hardware and Stove Dealers of the City of Toronto that they remain as a section of The Retail Merchants' Association of Canada." This resolution was passed unanimously.

A committee composed of Messrs. Peacock, Welch, Nunn, Burke and Trowern was appointed to speak at the Convention to be held in St. George's Hall, and urge the above resolution with regard to the Hardware and Stove Dealers of the Province of Ontario.

The meeting then adjourned.

### Hardware Dealers Convention.

As the result of a desire on the part of a hardware trade journal about a dozen hardware dealers met and formed a Hardware & Stove Dealers Association for the Province of Ontario, and a convention was called to meet in St. George's Hall, Toronto, on Tuesday and Wednesday May 15th and 16th.

At the formation meeting of the above association an invitation was sent to Mr. E. M. Trowern, the Dominion Secretary of The Retail Merchants' Association, to address the meeting and after he had explained the advantages that had been gained by all lines of trades working under one general association and attending to their trade matters through their own sections, an arrangement was entered into whereby a joint convention of the Hardware & Stove Dealers Section of our association and the members of the above association was to be called on May 15th and 16th in Toronto, for the purpose of fully considering the best method of organization.

A committee was appointed to secure a hall and Mr. Trowern was appointed on the committee. The idea of the meeting was that the members of the "Hardware & Stove Dealers Section" of the Retail Merchants Association of Canada, which numbers over four hundred members in Ontario would meet with the few members above referred to and all other hardware dealers who wished to attend, and they would discuss the question of the best method of organization.

A notice calling the joint meeting as agreed upon was prepared by Mr. Wrigley and submitted to Mr. Trowern, who desired the invitation to bear the words the "Hardware & Stove Dealers Section of the Retail Merchants Association of Canada" as it was to be a joint meeting and he attached it thereto.

Without any further reference or negotiations a circular was sent out signed by Mr. A. W. Humphries as President and Weston Wrigley as Secretary to the newly formed association saying among other things, "The Good Friday Convention was over whelmingly in favor of a purely Hardware & Stove dealers association and rejecting a proposition to organize as a Hardware Section of



The Retail Merchants Association. " In view of this statement which Mr. Weston Wrigley and Mr. A. W. Humphries owned up to as being untrue and not authorized or recorded on the minutes of the meeting it was thought that it would be in the best interests of the Hardware & Stove Dealers Section of our Association to send out the following letter: —

#### VERY IMPORTANT

Toronto, May 18th, 1906.

Dear Sir, — We desire to lay a few facts in front of you concerning the Hardware and Stove Dealers Section of our Association for your serious consideration.

As you are aware, our Association as a whole includes all classes of retail merchants, and they are then divided into trade sections. The work of the Association is to safeguard the interests of all retail merchants by securing better legislation, better freight and transportation rates, better peddlers' laws, tabulating bad pays, and all matters of general retail trade interest. The trade sections deal entirely with their trade difficulties and requirements, each line of trade holding their own conventions and having their own officers, but using the organizers who are constantly in the field, and the permanent offices and the machinery provided by the Provincial and Dominion Boards, thus saving considerable expense and securing the great influence of the united action of the entire retail trade in legislative matters when occasion demands.

We recognized, that before anything could be accomplished for the Hardware and Stove Dealers' Section for the Province of Ontario, it was necessary first that all the leading Hardware and Stove dealers should be enrolled as members, so that we would have some weight and influence when we presented our claims to the manufacturers and wholesalers. We are pleased to tell you that this work has been continuously pursued until to-day we have the leading Hardware and Stove Dealers' Sections in the Provinces of Quebec, Manitoba, Saskatchewan and Alberta, and we stand ready to take concerted action to remedy our trade conditions on wise lines that have been so successfully experimented with by other trade sections of our Association.

Having succeeded thus far in the organization work of the "Hardware & Stove Dealers Section" for the Province of Ontario, and having

secured for all retail merchants, while this has been progressing, an excellent amendment to the Assessment Act, whereby personalty taxation has been abolished, and which has benefited every hardware dealer more than almost any other line of trade, and also secured the abolition of trading stamps, coupons, etc., and are now having the Pedlar's Act amended as well as seeking other important legislation, we believe that the Hardware and Stove Dealers throughout Ontario appreciate the good work that has been done, and will support our efforts, and uphold the "Hardware & Stove Dealers' Section" of our Association.

On Good Friday last, a Convention was called in Toronto, by a trade newspaper, the "Hardware & Metal" which is supported by the advertisements of Manufacturers and Wholesalers, and which, like all other trade Journals is a private enterprise and cannot necessarily be free to give advice in the best interests of the retail trade, because if they were familiar with detail conditions and if any question ever arose wherein the retail trade was asked to take a firm stand against any practice adopted by the Manufacturers or Wholesalers, and which is quite likely to occur, this trade Journal's hands would be completely tied and its mouth sealed, as no one can serve two masters.

At this Convention which was attended by a very small number of Hardware dealers it was decided to call another meeting in St. George's Hall, at Toronto, on Tuesday and Wednesday, May 15th and 16th, commencing at 10 o'clock a.m., to consider whether the best interests of the Hardware Dealers could be looked after through a separate Association, having a separate fee, separate offices and at a very much larger expense and having nothing in common with the great body of influential Retail Merchants throughout Canada, or if the Hardware and Stove Dealers interests could not be better looked after through the "Hardware and Stove Dealers Section" of The Retail Merchants Association of Canada, which has properly equipped offices, trained organizers, and skilled officials who are familiar with all phases of the retail trade and who have no other interest than that of the best welfare of the retail trade to protect, and which is not an experiment but which has a record of good work already accomplished. The Druggists have an active section and are doing excellent work, the Grocers have an

active section and are doing excellent work and so with all other lines of trade, they have had their separate one line Associations and all have failed, but by standing united in one body called The Retail Merchants Association of Canada like the Manufacturers and Trades and Labor Organizations, we have been able to appeal to our Legislators and secure recognition which could never have been done in any other way, and which has placed the Retail trade of Canada in a better position to-day than it has ever been.

Remember in discussing Hardware matters the Hardware men meet entirely by themselves, they hold their own Conventions, elect their own officers, manage their own Section, have representation on the General Executive Board of the Association and when legislation is required we all march as one body of united Retail Merchants.

It may be asked, why have you not called a convention of Hardware Dealers before? Our answer is, we secure members first and elect officers afterwards; officers are of no use without a regiment. And furthermore, before very much practical work can be accomplished, we desire to have the present Criminal Code amended, which we are now endeavoring to do at Ottawa; otherwise the retail Hardware Dealers may be placed in the same position as the "Tack Combine," and which will never occur under the guidance of our Association officers, but which may occur if the Retail Hardware and Stove Dealers allow themselves to be guided by trade newspapers who have had no experience in Retail Association work.

Your interests are safe in experienced hands. Our Association has been established for some years, and we are the largest retail commercial organization in Canada, with a record we are proud of.

We trust you will stand by the Association that has helped the retail trade, and if you cannot attend the Convention please fill in the enclosed post card and forward it to our Head Office at once.

Yours truly,

E. M. TROWERN,

Dominion Secretary,

21 Richmond St. West,

Toronto.

Enclosed in the letter was a post card for those who could not attend to sign and return and which read as follows:



.....1906.

Dear Sir: —

As I will not be able to attend the Retail Hardware and Stove Dealer's Convention to be held in St. George's Hall, Toronto, on Tuesday and Wednesday May 15th and 16th, 1906. I desire to record my vote as being in favor of having our trade interests looked after through the "Hardware and Stove Dealers' Section" of "The Retail Merchants Association of Canada" (Incorporated) and thus secure the double advantages of being united with my fellow retailers in our line of trade as well as having the united support of the great body of Retail Merchants throughout Canada.

Name ..... ..

Business ..... ..

City or Town ..... ..

Over three hundred of the above cards were received by Mr. Trowern stating that they were satisfied with the work that was being done by the "Hardware & Stove Dealers Section" of our Association.

The Convention opened at half past ten on the Tuesday morning, when Alderman Graham gave an address of welcome to the delegates on behalf of the City of Toronto. At this session there were about thirty-five all told present, including the representatives of the Hardware Section of The Retail Merchants' Association.

The ball began to roll upon the reading of the Rossin House Meeting. Mr. Trowern asked if the clause already mentioned as being in Mr. Wrigley's circular was in the minutes. Mr. Wrigley rather hotly replied that it was not, but that he had put the clause into the circular from his own opinion as to the feeling of that meeting. Mr. Trowern answered that he thought it could not be in the minutes, because the Good Friday meeting had decided to call a joint convention.

The chairman then delivered his address detailing the events which had led up to the present convention, and stated that later on the question would be considered as to whether they would affiliate with the Retail Merchants' Association or form a separate organization.

The Secretary in his report stated that there were already over one hundred members enrolled in the new Association. His report however was marred by an attack upon Mr. Trowern and the Hardware Section of The Retail Merchants' Association more or less generally. This

again called Mr. Trowern to his feet, and then began the vacillating course of the chairman and business was hindered for the greater part of the rest of the day. The chairman had evidently got the idea that the representatives of the Hardware Section of The Retail Merchants' Association were going to try to run the meeting. He wanted to prevent this and at the same time give fair play to all parties. He apparently did not know to do either, and for some hours succeeded most admirably in wasting time. The real difficulty was that the executive of the new organization had gone back on their arrangement to hold a joint convention, and seemed to be divided as to whether they would recognize the Hardware Section of The Retail Merchants' Association representatives or not. These representatives were there by arrangement and were not disposed to be treated in the cavalier fashion that was evidently intended by some of the managers of the new organization.

The Secretary's report was finally adopted and the report of the executive brought in. This report was drawn with the evident intention to shut the members of the Hardware Section of The Retail Merchants' Association representatives out of the convention altogether, its recommendations being as follows: —

1.—That only members who have paid their fee to the Retail Hardware Association be allowed to vote at this convention.

2.—That only retail hardware and stove dealers in Ontario, or their representatives, such as sons, clerks or like representatives, should be given the privilege of the floor.

3.—That a time limit of five minutes be given to each speaker.

4.—That no proxy votes be accepted by the convention.

5.—That the convention closes its sessions on Wednesday.

6.—That a press committee be appointed to supply reports to the press.

This report was then taken up clause by clause. On section one being submitted Mr. Trowern objected that it would shut out the representatives of the Hardware Section of the Retail Merchants' Association, whom he contented had a perfect right not only to be there but also to vote. The chairman denied this, whereupon the proceedings degenerated into a wrangle. Organizers Eadie and Brubacher and some others present supported Mr. Trowern, and the chairman and Mr. Wrigley and others steadily opposed his

contention. After a time Mr. J. W. Peacock, of Toronto, Mr. W. G. Scott, Mount Forest and several other delegates arose and claimed fair play for both sides. They stated that they were members of the Hardware Section of The Retail Merchants' Association, and had also joined the new Association, and they thought Mr. Trowern and those with him had a right to be heard. Still other delegates claimed that they had no right to be there at all. It was well on towards one o'clock when Mr. Peacock moved, seconded by Mr. D. A. McNab, of Orillia, that clauses one and two of the report be left over until the afternoon session. The rest of the clauses were then adopted.

Upon resumption in the afternoon the wrangle was continued, until finally the chairman yielded and agreed to give Mr. Trowern five minutes in which to address the meeting. Ten minutes were finally granted him, during which amid a good deal of interruption he endeavored to point out some of the advantages that would be gained by all Hardware and Stoves Dealers uniting as a Section of the Retail Merchants' Association of Canada. Mr. Trowern made quite a number of telling points and explained that the newly formed association could in no way benefit the trade until the present Criminal Code was changed but an hour would have been none too much in which to lay the matter properly before the convention. The objects and benefits of The Retail Merchants' Association are so well known to our readers that to attempt to give even a summary of Mr. Trowern's address would take too much space.

The discussion then switched off upon both the executive report and affiliation, and many wished to have a vote taken on affiliation, but the chairman decided to take a vote first on the report, and clauses one and two were carried, thus shutting the delegates of the Hardware Section of The Retail Merchant's Association out from any further share in the proceedings. A vote was then taken regarding amalgamation but as only those who were members of the newly formed organization had a right to vote the result was of no value as an expression of the feeling of the meeting and a vote taken, which resulted overwhelmingly against.

Quite a number of delegates belonging to both organizations did not vote on the question at all. Some of these were in favor of affili-

ation, as was evidenced by the question coming up twice again during the convention, and finally being deferred to a future convention.

The delegates of the Hardware and Stoves Dealers Section of The Retail Merchants' Association, then withdrew, and the rest of the afternoon session was taken up with the appointment of committees and by addresses from representative hardware men.

Mr. E. R. Rogers, of Toronto Junction, last Chairman of the Hardware Section of The Retail Merchants' Association, spoke upon friendliness amongst the members of the trade; Mr. F. W. Otton, of Barrie, upon handling goods without profit; and Mr. H. N. Joy, of the Joy Mfg Co., upon stove salesmanship.

The first order of business at the Wednesday morning session was the report of the Committee on Resolutions. This committee presented four resolutions, as follows:—

1.—Resolved that this association will not purchase goods from a wholesale house that supplies goods to fairs, auction sale rooms, mechanics, contractors, factories and mills, with goods handled in a general hardware store.

2.—Resolved that the matter of cartage from the shipping point charged on freight bills be taken up by this association.

3.—Resolved that this association take steps to prevent the wholesale prices of hardware being published in the general papers.

4.—Resolved that this association make friendly overtures to The Retail Merchants' Association with a view to affiliation for mutual benefit.

All these resolutions were referred to the Executive with the exception of the last, which was left over until a future convention.

Amongst the recommendations of

the Committee on Constitution and by-laws the most important were— (1) That the Annual meeting be the second Tuesday of March each year, at one o'clock in the afternoon. (2) That the executive committee meet at least four times each year. (3) That the membership fee be three dollars a year, with an additional two dollars if necessary.

The Legislative Committee reported that the association petition the Ontario Legislature to so amend the statute law by abolishing section 180 of the Division Courts Act, so as to make small accounts up to five dollars collectable by garnisheement before a magistrate the same as a claim for wages.

They were unaware that this matter has been very vigorously taken up by The Retail Merchants' Association.

The Finance Committee recommended that the Executive take steps to place a permanent organizer in the field. Mr. O. M. Hodson, of Bolton, had been acting as organizer and will be appointed permanently.

Mr. Peacock, chairman of the Grievance Committee, called attention in his report to two classes of grievances. One grievance was the practice of manufacturers selling to consumers, and the other grievance the selling by the manufacturers to retailers at different prices, for instance, to departmental stores, at lower prices than to the general retail trade. This committee also recommended that the Contract Plan be looked into as probably the best way to remedy many grievances. They further recommended that every hardware man who joins this association, and who is also a member of the Retail Merchants' Association of Canada, retain his membership in the latter body.

The provisional officers of the association were then elected the per-

manent officers, and the following added as members of the executive: J. W. Peart, St. Mary's; M. R. Marshall, Dunnville; D. Brocklebank, Arthur; F. W. Jeffery, Midland; E. P. Paulin, Goderich; Frank Taylor, Carleton Place. The officers are as follows:— President, A. W. Humphries, Parkhill; 1st Vice-Pres., W. G. Scott, Mount Forest; 2nd Vice-Pres., J. B. Hambly, Barrie; Treasurer, John Caslor, Toronto; Secretary, Weston Wrigley, Toronto.

The President was appointed delegate to the coming convention of the National Hardware Association of the United States to be held at Detroit.

It was decided to hold the next convention in the fall during the Industrial Exhibition.

After other small items of business and the usual votes of thanks, the convention adjourned.

In connection with the Convention a banquet was tendered by the proprietor of Hardware and Metal to the delegates and their friends, at the King Edward Hotel on the Tuesday evening. Col. J. B. MacLean occupied the chair. Amongst the toasts proposed was that to President Humphries, who in his reply showed himself a "jolly good fellow", and very much more at ease than at a convention where it devolved upon him to endeavor to quell troubled waters raised up by his own executive. The toast to the Wholesale Hardware Trade was responded to by Mr. Peleg Howland, Senior member of H. S. Howland & Sons. Other speakers were W. S. Fisher, of Emerson & Fisher, of St. John, N. B.; T. L. Moffat, of Weston; Mr. N. Wylie, of the Commercial Travelers' Association; W. G. Scott, of Mount Forest; J. R. Hambly, of Barrie; Secretary Wrigley; John Caslor, of Toronto; D. A. McNab, of Orillia; and many others.

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## Première convention provinciale et annuelle de la Section des Epiciers de la Province de Québec.

La première convention provinciale et annuelle de la Section des Epiciers de la Province de Québec a eu lieu dans les salles de l'Association des Marchands Détailliers du Canada, Incorporée, No 270 rue Ste-Catherine Est, les 22 et 23 mai 1906.

L'assemblée d'ouverture a eu lieu à 10 hrs de l'avant-midi, le 22 mai, et presque toutes les succursales de l'Association établies dans les différentes villes de la Province de Québec étaient représentées : Québec, Trois-Rivières, Joliette, Sorel, Sherbrooke, Hull, St-Jean, St-Hyacinthe, St-Jérôme, Coaticook, Montréal.

Parmi les délégués présents, MM. H. A. Chabot, U. Carignan, J. L. Durand, J. A. Chevalier, C. Barrette, A. C. Trempe, P. C. Lemoine, L. V. Marchessault, M. Moyer, de Toronto, représentant le bureau provincial des Epiciers de la Province d'Ontario, P. Danutt, A. Labonté, J. A. Maynard, N. Chartrand, A. Bergeron, A. Laniel, A. Guay, T. Pleau, J. A. Beaudry, J. B. Vanier, P. Bruneau, L. O. D'Argencourt, etc., etc.

M. P. Daoust, président de la Section des Epiciers de Montréal, souhaite la bienvenue aux délégués des différentes villes de la Province d'avoir assisté à la première convention des épiciers. Il ajouta qu'il lui faisait plaisir de constater que l'Association s'étendait rapidement et qu'il espérait qu'avant longtemps la grande majorité des épiciers de la Province viendrait se joindre à l'Association et, tous réunis, il serait possible de travailler réellement de manière à obtenir plus de protection pour le commerce de détail.

M. J. A. Beaudry, le secrétaire provincial, fit l'exposé des différentes questions qu'aurait à traiter la convention à ses différentes séances. Il remercia également les délégués pour avoir si généreusement répondu à l'appel.

MM. J. A. Chabot, Carignan, Trempe, Chevalier, Moyer, etc., se déclarèrent satisfaits des progrès faits par l'Association dans un si court espace de temps, et affirmèrent qu'ils étaient tous prêts à travailler constamment dans l'intérêt de ses membres.

Le premier ordre du jour était les élections des officiers provinciaux de la Section des Epiciers.

On fit les élections qui donnèrent le résultat suivant :

M. P. Daoust, Montréal, Président provincial de la Section des Epiciers de la Province de Québec.

J. A. Chabot, Québec, 1er Vice-Président provincial de la Section des Epiciers de la Province de Québec.

J. G. Chevalier, 2me Vice-Président provincial de la Section des Epiciers de la P. Q.

U. Carignan, Trois-Rivières, Trésorier provincial de la Section des Epiciers de la P. Q.

J. A. Beaudry, Montréal, Secrétaire provincial de la Section des Epiciers de la P. Q.

Après l'élection, on procéda à l'installation des officiers, et en prenant leur siège chacun d'eux remercia en termes appropriés de l'honneur qui lui était fait en étant choisi pour représenter les épiciers de la Province de Québec, s'engageant de plus à faire tout en son possible pour promouvoir les intérêts du commerce d'épicerie.

L'ordre du jour suivant fut la réception des résolutions, au nombre de neuf.

On procéda ensuite à la formation des sous-comités chargés de prendre en considération les résolutions reçues. Ces comités étaient composés de MM. J. A. Chabot, J. L. Durand, C. Barrette, E. C. Lemoine, A. C. Trempe, J. A. Labonté, A. Laniel, T. Pleau, E. Chartrand, P. Daoust, J. A. Beaudry, J. A. Maynard, avec droit de s'adjoindre.

La séance est levée.

La deuxième séance de la convention a eu lieu dans l'après-midi, le 22 mai, au Patinoir Victoria, à 2.30 hrs.

M. P. Daoust occupait le fauteuil.

A cette séance devait avoir lieu une entrevue avec messieurs les représentants des marchands de gros, mais pour cause de mortalité dans la famille de l'un de ces représentants, la délégation n'a pu se rendre à la convention.

M. J. A. Beaudry, le Secrétaire provincial, présenta M. A. McGill, inspecteur chimiste du gouvernement fédéral, qui avait été spécialement invité pour la circonstance, dans le but de donner des conférences sur les produits alimentaires et sur la manière dont ils sont souvent falsifiés.

M. A. McGill a entretenu les délégués pendant une heure et quart, et tous ont paru très intéressés aux détails de cette conférence.

L'assemblée s'est ajournée.

Le comité spécial qui avait été chargé d'étudier les résolutions reçues à la séance du matin a siégé le soir, à 8.30 hrs, dans les salles du Patinoir Victoria.

Etaient présents : MM. A. Guay, J. A. Maynard, T. Pleau, J. A. Chabot, A. Bergeron, J. A. Beaudry, A. C. Trempe, J. A. Labonté, J. B. Vanier, N. Chartrand, M. Moyer, P. Bruneau, L. V. Marchessault, J. G. Chevalier, J. L. Durand, U. Carignan, L. O. D'Argencourt, A. Laniel, P. Daoust, P. C. Lemoine, etc., etc.

Les résolutions reçues à la séance du matin sont prises en considération l'une après l'autre, et les résolutions Nos 1 et 4 ont été laissées sur la table pour être discutées en comité conjoint, représentant les marchands de gros et les marchands de détail. Le comité a trouvé de son devoir de recommander l'adoption des autres résolutions.

Le Comité a également suggéré que la Convention adopte une résolution à l'effet de demander aux manufacturiers de biscuits, de faciliter les biscuits au prix vendu aux consommateurs moins un escompte de 20%. Le but principal de cette résolution étant de faire connaître à tous les Marchands Détailliers le prix auquel chacune de ces marchandises est généralement vendue.

Le comité suggère également que le Secrétaire Provincial soit autorisé à faire des arrangements avec certains manufacturiers qui donneraient à l'Association un certain pourcentage sur leurs marchandises vendues, ce qui aurait pour effet d'encourager les membres à pousser la vente de ces marchandises. Les fonds ainsi obtenus par l'Association aideraient à défrayer les dépenses dans les questions qui intéressent exclusivement le commerce en épicerie.

La séance est levée.

A la suite de cette assemblée, tous les délégués présents ont visité chacun des Exhibits de l'Exposition des Produits Alimentaires. Presque tous ont donné aux différents exposants des commandes de leurs marchandises.

Ils ont également félicité les ma-

manufacturiers qui ont choisi ce moyen de faire connaître leurs marchandises, ajoutant que ceci aurait pour effet de faire connaître au public l'avantage qu'il y a pour lui de n'acheter que des produits de qualité supérieure. Tous ont également chaudement félicité, le Secrétaire Provincial de son esprit d'entreprise et d'initiative.

#### Séance du 23 Mai.

La séance du 23 mai, 1906, à eu lieu à 10 hrs. de l'avant-midi, dans les Salle de l'Association, No 270 Ste-Catherine, Est, à bonne heure déjà les délégués étaient réunis afin de recevoir le rapport du sous-comité.

Cette assemblée fut présidée par Mr. P. Daoust, le Président Provincial.

Le comité fait rapport qu'il a été décidé que la Résolution No 1 :

Que les Epiciers Détailliers de la Province de Québec sont d'opinion que le temps est arrivé où une ligne de démarcation doit être définie entre, les marchands de gros, et les marchands de détail, et que chacune de ces deux classes devra faire la distribution de ses marchandises sur son propre terrain, soit laissée sur la table pour être prise en considération par un comité conjoint des marchands de gros, et des marchands de détail.

Sur proposition de Mr. Carignan, secondée par Mr. Chevalier, cette recommandation est adoptée.

Le comité fait ensuite rapport qu'il croit de son devoir de recommander l'adoption de la résolution No 2 :—

Que les Epiciers Détailliers de la Province de Québec, sont d'opinion que beaucoup de bien pourrait résulter de la co-opération des trois intérêts, les manufacturiers, les marchands de gros et les marchands de détails, et que le Code Criminel qui défend à ces trois classes de s'entendre d'une manière juste, et qui pourtant permet aux ouvriers et à leurs patrons de faire des arrangements entre eux est injuste, et que nous nous engageons fortement à faire tout en notre pouvoir, pour aider au bureau fédéral de notre Association, à obtenir un amendement à la loi criminelle actuelle.

Cette résolution est adoptée sur proposition de Mr. Chevalier appuyée par Mr. Marchessault.

Le comité fait ensuite rapport qu'il croit de son devoir de recommander l'adoption de la résolution No 3 :—

Que cette assemblée donne instruction à tous nos membres de la Province de Québec, et recommande également à tous les autres

comités provinciaux d'épiciers du Canada, que quand les marchandises d'un certain manufacturier sont vendues dans un magasin à prix réduits, et que ce manufacturier est informé du fait en même temps que requis de faire cesser cette pratique, et ne se conforme pas à cette demande, que nos membres soient notifiés de la chose et ils ne devront plus faire aucun achat de ces marchandises.

Cette résolution est adoptée sur proposition de M. L. V. Marchessault appuyée par Mr. C. Barrette.

La résolution No 4 :—

Que cette assemblée est d'opinion que le commerce de détail souffre beaucoup du fait que les marchands de gros, et les demi-jobbers vendent aux hôtels, aux maisons de pension, aux institutions publiques, aux compagnies de navigation, etc. etc.,

Nous considérons que cette pratique est injurieuse pour le commerce de détail en épicerie de la Province de Québec, et nous recommandons qu'une copie de cette résolution soit envoyée au "Guild Provincial, en épicerie en gros de la Puissance."

Est restée sur la table, pour être discutée dans un comité conjoint des marchands de gros et des marchands de détail.

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Le comité fait rapport qu'il croit de son devoir de recommander l'adoption de la résolution No 5 :—

Que, nous, le comité provincial des épiciers en détail de la Province de Québec, de l'Association des Marchands Détailliers du Canada, Inc., recommandons que la loi concernant la marque des fruits, soit mise en vigueur de la manière suivante :

Que toute municipalité puisse nommer et payer un inspecteur qui emploiera son temps, tout ou en partie, à faire l'inspection des fruits, sous la surveillance générale d'un officier fédéral, qui aura charge de faire respecter l'acte des marques de fruits. Cet officier local devra faire rapport de son inspection suivant les instructions de l'officier fédéral.

L'officier fédéral pourra à sa discrétion dans les cas d'infraction à la loi, suivant les rapports qui lui seront faits, déposer une plainte contre les délinquants, et il aura l'option de se servir de l'inspecteur local comme témoin.

Les autorités fédérales auront la surveillance générale de l'inspection et décideront toute matière se rapportant à l'inspection, et paieront toutes les dépenses encourues en rapport avec telle inspection.

Cette résolution est adoptée sur proposition de M. C. Barrette appuyée par Mr. U. Carignan.

Le comité fait ensuite rapport qu'il croit de son devoir de recommander l'adoption de la résolution No 6 :—

Que cette assemblée est d'opinion que la vente de marchandises, soit en gros soit en détail, est un des problèmes des plus importants du commerce, et nous croyons que le manque d'organisation dans le passé est la cause que le commerce d'épicerie est devenu tellement rétrogradé et confus qu'il est aujourd'hui difficile de faire affaire d'une manière légitime.

Dans le but d'améliorer ces conditions déplorables, nous croyons qu'il serait dans l'intérêt du commerce du Canada, aussi bien que dans l'intérêt du public consommateur d'établir un comité en permanence qui sera composé de trois membres ou plus, représentant les marchands de gros, et trois membres ou plus représentant les marchands de détails. Ce comité pourrait siéger et les membres de ce comité faire tout en leur pouvoir pour s'entendre entre eux, sur ce qui aurait pour effet d'améliorer leurs conditions de même que celles du public en général.

En reconnaissance de ce principe, nous recommandons que MM. P. Daoust, L. O. D'Argencourt, et J. A. Beaudry, soient appointés sur ce comité pour représenter les marchands de détail, et que ce comité soit autorisé à conférer avec les marchands de gros et les manufacturiers, sur toutes questions se rapportant à l'amélioration du commerce.

Cette résolution est adoptée sur proposition de Mr. U. Carignan appuyée par Mr. L. V. Marchessault.

Le comité fait ensuite rapport qu'il croit aussi de son devoir de recommander l'adoption de la résolution No 7 :—

Que cette assemblée recommande que tous les efforts nécessaires soient faits par ce bureau à l'effet de supporter le système de l'uniformité des prix, tel que proposé et maintenant en opération dans quelques-unes des Sections de notre Association. Nous recommandons à chacune des sections d'en faire l'adoption le plus tôt possible.

Cette résolution est adoptée sur proposition de Mr. U. Carignan appuyée par Mr. L. V. Marchessault.

Le comité fait rapport qu'il croit de son devoir de recommander l'adoption de la résolution No 8 :—

Que cette assemblée est d'opinion que le principe fondamental du système de l'uniformité des prix est le principe juste et équitable, en autant que ce principe est reconnu et mis en pratique par les gouvernements, les compagnies de Transportation et institutions publiques, et nous recommandons fortement que ce principe soit reconnu et adopté le plus tôt possible par notre Association.

Cette résolution est adoptée sur proposition de Mr. L. V. Marchessault appuyée par Mr. C. Barrette.

Le comité fait ensuite rapport qu'il croit de son devoir aussi de recommander l'adoption de la résolution No 9 :—

Que cette convention reconnaît l'utilité et l'importance de notre organe officiel "Le Journal des Marchands Détailliers du Canada". Nous le lisons avec beaucoup d'intérêt, sachant que toutes les informations qui y sont données et publiées, sont le fruit de connaissances acquises au contrat du commerce de détail et les conditions qui l'entourent.

Par conséquent, comme convention représentant les épiciers en détail de la Province de Québec, nous

apprécions grandement le patronage que veulent bien lui accorder les annonceurs, et nous recommandons à nos membres, autant qu'il leur sera possible d'accorder la préférence aux maisons qui annoncent dans ses colonnes. Nous recommandons également aux présidents de chacune des sections et des succursales de notre Association d'attirer l'attention des membres à chaque assemblée mensuelle sur la valeur de cette résolution.

Cette résolution est adoptée sur proposition de Mr. J. A. Chabot, appuyée par Mr. L. V. Marchessault.

Le comité recommande ensuite l'adoption de la résolution No 10 :

Que les épiciers en détail de la Province de Québec, sont d'opinion qu'il serait avantageux pour eux si les manufacturiers de biscuits facturaient leur marchandise aux prix vendus aux consommateurs moins un escompte de 20%.

Cette résolution est adoptée sur proposition de Mr. J. A. Chabot appuyée par Mr. L. V. Marchessault.

Le secrétaire provincial a ensuite été autorisé à faire des arrangements avec certains manufacturiers, dans le but de promouvoir la vente de leurs marchandises moyennant un intérêt quelconque à l'Association.

La séance est levée.

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## ASSOCIATION DES MARCHANDS-DETAILLEURS DU CANADA.

### La succursale de Québec. — Assemblée annuelle.

Lundi, le 23 avril, l'Association des Marchands-Détailliers a tenu une grande assemblée dans ses salles de l'Union St-Joseph, à laquelle un grand nombre des principaux Marchands Détailliers assistaient.

L'assemblée était présidée par M. J. A. Chabot, le président, assisté de M. T. Béland, 1er vice-président, L. F. Falardeau, 2ème vice-président, M. J. P. Bertrand, secrétaire, et M. L. E. Martel, le trésorier.

Après la lecture du procès-verbal de la dernière assemblée et de son adoption, M. le président donna le but de l'assemblée qui était de compléter l'organisation des différentes sections de commerce qui n'était pas formées et de faire l'élection des officiers pour l'année courante.

M. le président donne ensuite un résumé des travaux déjà accomplis

par l'Association depuis son organisation et surtout du succès obtenu sur les différentes résolutions qui avaient été adoptées à la dernière assemblée. M. T. Béland, 1er vice-Président, et M. L. F. Falardeau, 2ième vice-président, lui succèdent et font aussi part à l'assemblée de leur travail respectif et du magnifique résultat qu'ils ont obtenus.

On procède alors à la formation des différentes sections avec le résultat suivant :

**SECTION DE MARCHANDISES SECHES.**—M. T. Béland a été élu président ; M. F. X. O. Pouliot a été élu 1er vice-président ; M. J. E. Trépanier a été élu 2ième vice-président ; M. Achille Côté, secrétaire ; M. Ed. Papillon, trésorier ; M. P. C. Côté, représentant au conseil ; MM. J. Garneau et E. L'Heureux, auditeurs.

**SECTION DES MARCHANDS DE CHAUSSURES.**—M. L. F. Falardeau, président ; M. B. J. Léonard, 1er vice-président ; M. L. Duchêne, 2ième vice-président ; M. A. Mercier, secrétaire ; M. O. N. Shink, trésorier ; M. L. Beaubien, représentant au conseil ; M. T. Voyer, auditeur.

**SECTIONS DES MARCHANDS-EPICIER.**—M. J. A. Chabot, président ; M. L. P. Turgeon, vice-président ; M. Elz. Pâquet, secrétaire ; M. S. Martel, trésorier.

**SECTIONS DES PHARMACIENS.**—M. J. E. Dubé, président ; M. W. Brunet, 1er vice-président ; M. L. E. Martel, secrétaire ; M. D. R. Gagnon, trésorier.

Aussitôt après la formation des comités, M. M. Thibaudeau ayant été invité à occuper le fauteuil, on a procédé à l'élection des officiers du conseil exécutif. Par un vote unanime les mêmes officiers qui avaient été élus lors de l'organisation, ont été réélus pour l'année courante ; M. J. A. Chabot, président ; M. T. Béland, 1er vice-président ; M. L. F. Falardeau, 2ième vice-président ; M. J. P. Bertrand, secrétaire ; M. L. E. Martel, trésorier ; MM. L. T. Armand et J. E. Bédard, auditeurs.

Les officiers exécutifs sont élus délégués de la succursale au Bureau Provincial.

Après l'installation des officiers, des remerciements furent votés à M. M. Thibaudeau, pour la manière digne avec laquelle il avait présidé

à l'élection, et les officiers remercièrent tour à tour messieurs les marchands de la marque de confiance qu'on leur avait de nouveaux donné, et l'assemblée a été ajournée.

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# SAINT-EUSTACHE

De toutes les paroisses des alentours, St-Eustache est une des plus intéressantes que nous puissions traiter, et cela, que nous la considérions au point de vue historique, géographique ou ethnographique.

Car il faut bien le dire, St-Eustache nous intéresse pour plusieurs raisons : c'est une paroisse éminemment canadienne-française, sa situation géographique est remarquable,

teignent le champ de leurs exploits. De nos jours, en moins d'une heure nous franchissons la distance entre la gare Viger et St-Eustache, c'est d'ailleurs l'une des plus belles promenades que l'on puisse désirer, et quiconque en a fait l'expérience ne saurait le regretter.

Il nous serait fort agréable de décrire par le menu le petit voyage dont nous venons d'esquisser les grandes lignes ; on nous permettra de n'en rien faire, l'espace nous faisant défaut.

Du reste, nous serions obligés de nous répéter, quant à l'aspect de la campagne de cette partie de la province, riante comme un coin de basse Normandie, où routes et rivières

serpentent agréablement pour se perdre à l'horizon de vertes collines estompées de bleu, d'où émergent de ci de là des clochers de villages connus dont nous nous occuperons un jour.

Notons au hasard du voyage que

la voie du Pacifique traverse trois cours d'eau avant d'en atteindre un quatrième qu'elle n'a pas encore franchi.

Ce sont : à Bordeaux, la rivière des Prairies ; à Ste-Rose, la rivière Jésus ou des Mille-Isles ; puis entre Ste-Thérèse et St-Eustache, la rivière du Petit-Chicot, presque

parallèle à la rivière Du Chêne qui traverse la paroisse qui nous occupe.

Le village de Saint-Eustache se trouve au confluent des rivières Du Chêne et Jésus. La paroisse fut fondée le 23 novembre 1768 et a

compté depuis au nombre de ses citoyens quelques-unes des figures les plus remarquables de notre pays.

Nous lisons dans le décret du 15 novembre 1825 : La municipalité de Saint-Eustache, formée d'une partie de la seigneurie des Mille-Isles, connue sous le nom de la Rivière-du-Chêne, comprend une étendue de territoire de près de sept milles de front sur neuf milles de profondeur, bornée au sud par la rivière Jésus ou des Mille-Isles, à l'ouest et au nord par la seigneurie du Lac des Deux-Montagnes, et à l'est par cette autre partie de la seigneurie des Mille-Isles, connue sous le nom de Seigneurie des Mille-Isles. Elle a été depuis un peu modifiée.

Suivant la coutume de tout temps au Canada, depuis l'occupation française, essentiellement catholique, l'église fut le premier édifice d'importance construit en la nouvelle paroisse.

Celle de Saint-Eustache fut bâtie en 1783 sur un terrain gracieusement offert à la fabrique par le seigneur Louis-Eustache-Lambert Dumont. Avec les années et surtout étant donné que la dite église a subi les assauts du canon anglais, dont elle porte encore les cicatrices, on fut obligé de la restaurer et d'y faire quelques additions. Telle qu'elle est actuellement elle ne manque pas d'un certain cachet.



Une rue de St-Eustache.

et comme on le verra dans un moment, son histoire est intimement liée à quelques-uns des principaux événements dont se réclame la race française au Canada.

Mais c'est surtout comme place d'été que nous présentons St-Eustache aujourd'hui. Sa proximité de Montréal, les beautés rurales qui l'environnent, le service des trains qui permet au résident d'arriver à Montréal à des heures convenables pour les affaires et de retourner le soir à l'heure qui lui convient, font de St-Eustache un endroit vraiment idéal pour le citadin à la recherche d'une villégiature paisible pendant la saison des grandes chaleurs.

Bon nombre de maisons toutes fraîches et pimpantes sont cette année offertes et à des conditions les plus raisonnables. Les agents du Pacifique Canadien, au bureau de la rue St-Jacques ou à la gare de St-Eustache se feront un plaisir de fournir de plus amples renseignements sur demande.

Jadis, un voyage de Montréal à St-Eustache était toute une affaire, et le lecteur se rappelle sans doute qu'il fallut un temps assez long pour que les troupes envoyées de Montréal contre les patriotes de '37 at-



Eglise Saint-Eustache et ses alentours.

Le révérend Cousineau, qui dessert actuellement l'historique paroisse, est un de ces ministres du culte dont l'affabilité, la sympathie, la bonté et la charité chrétienne, imposent le respect et une amicale



déférence à tous ceux qui ont l'occasion de l'approcher.

Dans son œuvre sacerdotale, le révérend Cousineau est secondé par M. le vicaire Emmanuel Carrière,



Manoir du seigneur Globensky, St-Eustache.

tout aussi dévoué aux paroissiens de l'endroit que son supérieur, dont il reflète les belles qualités.

Nous ne saurions parler de Saint-Eustache sans rappeler d'une façon plus précise la lutte épique qui s'y livra en '37, aussi appelant Garneau à notre secours, nous extrayons de son histoire les dramatiques lignes suivantes :

« Cependant l'insurrection était vaincue sur la rive droite du Saint-Laurent. Un dernier parti venant des Etats-Unis avait été pris ou dispersé à Four Corners, sur l'extrême frontière près du lac Champlain.

« Il ne restait plus qu'un point à soumettre sur la rive gauche, Saint-Eustache.

« Depuis quelques jours il y avait

nées au Canada. en étaient les principaux chefs. Ils s'emparèrent des fusils et d'une pièce de canon qu'il y avait au village des Sauvages, puis marchèrent avec leurs hom-

mes sur Saint-Eustache, où ils prirent le couvent de force et s'y retranchèrent. Le curé, M. Paquin, M. Scott, membre de la chambre, M. Emery Feré, voulurent vainement les persuader d'abandonner leur entreprise ; leurs discours n'eurent d'influence que sur les suivants, auxquels

M. Desèves, vicaire de Saint-Eustache, lut une proclamation qu'avait publiée Sir John Colborne.

Vaincus par leur conseil, ils abandonnèrent tous le camp et s'en retournèrent chez eux, ne laissant qu'un jeune homme au couvent.

D'autres, cependant, venant du Grand Brûlé



Une résidence d'été sur la rivière Du Chêne, St-Eustache.

beaucoup d'agitation dans le comté des Deux-Montagnes. On y avait fait des tentatives inutiles de soulèvement. Le Dr Chénier et Armury Girod, suisse, depuis quelques an-

ses voisines. Le bruit s'était répandu plusieurs fois que les troupes paraissaient et ceux qui étaient bien informés savaient que les insurgés n'étaient pas assez nombreux

pour résister aux forces qu'ils allaient avoir sur les bras.

En effet, Sir John Colborne arrivait avec deux mille hommes, huit pièces de canon et une pièce à rockets

A l'aspect de cette colonne d'autant plus imposante qu'elle couvrait avec ses bagages plus de deux milles de chemin, le plus grand nombre de ceux qui composaient l'attroupement alors réuni et qui pouvait s'élever à 500 ou 600 hommes, voyant qu'ils s'étaient trompés, s'esquivèrent et laissèrent Chénier avec 200 à 250 hommes seulement, qui se placèrent dans l'église, dans le couvent, dans le presbytère et dans les maisons voisines. Plusieurs n'avaient pas d'armes, ce dont ils se plaignirent à leur chef, qui leur répondit froidement : « Soyez tranquilles, il y en aura de tués et vous prendrez leurs fusils. »

Les troupes cernèrent complète-



Une retraite invitante, Saint-Eustache.

et d'ailleurs les remplacèrent, et pendant plusieurs jours il y eut de quatorze à quinze cents hommes, vivant à discrétion dans le village, mais presque tous sans armes.

Beaucoup de familles étaient déjà parties ou partaient à tout instant pour Montréal ou pour les paroisses voisines. Le bruit s'était répandu plusieurs fois que les troupes paraissaient et ceux qui étaient bien informés savaient que les insurgés n'étaient pas assez nombreux

ment le village en arrivant et leur artillerie ouvrit son feu.

Les insurgés y répondirent bravement tant qu'ils eurent des munitions et obligèrent même une batterie à reculer.

Après une canonnade de deux heures, les volontaires du capitaine Leclerc, le 32<sup>me</sup> régiment et les royaux s'approchèrent et ouvrirent un feu terrible qui durait depuis quelque temps lorsque l'ordre vint de donner l'assaut.

L'incendie se déclarait dans le même temps dans les édifices occupés par les rebelles. La fusillade et les flammes les obligèrent de tout abandonner, excepté l'église, qui fut bientôt cernée à son tour par les troupes et par l'incendie qui approchait.

Chénier voulut en vain s'y défendre encore, les flammes, marchant comme un torrent, l'obligèrent d'en sortir,



Il réunit alors quelques-uns de ses gens, sauta avec eux par les fenêtres et chercha à se faire jour

parmi les assaillants, mais à peine arrivé dans le cimetière, il fut atteint par une balle; il tomba et expira presque immédiatement.



Sur la rivière Du Chêne, laquelle traverse Saint-Eustache.



La rivière des Mille-Isles, vue du pont, Saint-Eustache.

Ce ne fut plus alors qu'une scène de carnage. On ne fit de quartier à personne et le reste du village fut abandonné au pillage et aux flammes.

Lorsqu'on les enterra on trouva sur plusieurs des tués des balles de pierre dont ils se servaient pour tirer en guise de balles de plomb.

Girod, qui avait pris la fuite avant le combat, se voyant sur le point d'être pris quelques jours après par les hommes envoyés après lui, se tua d'un coup de pistolet.

De plus, j'accorderai un escompte privilégié de 10% à tous les Marchands-Détailleurs qui s'adresseront directement à moi,—j'espère que vous m'accorderez à la première occasion, votre bienveillant patronage, en me donnant une partie de vos assurances, et, ce faisant, vous aurez la triple satisfaction d'encourager un confrère dévoué, une institution nationale et économique et, d'épargner 30% sur votre prime d'assurance.

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Détailleurs,

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Marchand et Gérant de "La  
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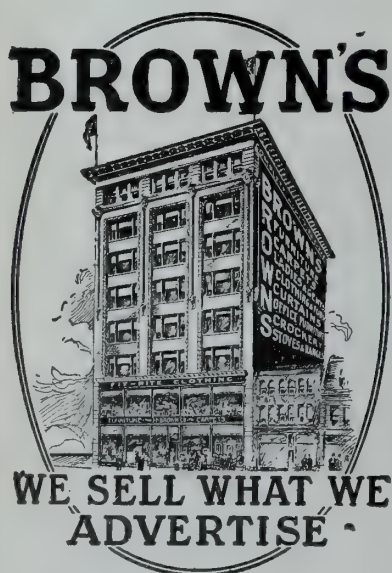


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## MILK DEALERS' SECTION.



### Toronto Branch.

The regular monthly meeting of the Milk Dealers' Section of the Toronto Branch was held in the Board Room on Thursday evening, the 10th of May, at 8 P.M. There was a large attendance of members. Chairman H. R. Reynolds presided.

### Report of Campbell Bill Committee.

On behalf of the Committee appointed to oppose the Campbell Bill for legalizing a standard milk can Mr. Dockeray reported that the Committee had waited upon Mr. A. E. Kemp, Member of Parliament for East Toronto, and laid their views before him. Mr. Kemp at that time gave them the assurance that he would do all he could to defeat the present measure, and since then Mr. Kemp had written to the various members of the Committee asking them to reply to him at the Parliament House at Ottawa putting their views in writing. He and several others of the Committee had done so, each one writing individually and he had great hopes yet of the Bill being eventually thrown out. The Bill had passed the committee stage but it might be defeated on the third reading, or it might be arranged that it be referred to the Committee again. Mr. Dockeray had himself written Mr. Kemp to the effect that so long as the Bill provided that a can must be stamped showing its capacity it was unjust. If there was to be any standard

can at all it should be one of weight and not of capacity.

Mr. Trowern stated that the City Dairy and Price & Sons had had an opinion from one of the best lawyers in Toronto to the effect that dealers buying by weight will not come under the provisions of the Campbell Bill in the event of its becoming law. But the Secretary was of the opinion that should the members of the Section however decide to buy by weight there was still this objection, that if any of them should sell a can or part of a can to any one of their customers, and sell by measure, they would at once be liable to a fine if the can was not stamped.

A lengthy discussion ensued, in the course of which it was suggested that some of the other Members of Parliament for Toronto should also be interested in opposing the Bill.

Mr. A. Claude Macdonell, Member for South Toronto, had spoken in the Committee of the House considering the Bill and had opposed it. It was therefore thought advisable that he should be seen. A committee composed of the following members was appointed to wait upon Mr. Macdonell on Saturday, when he would be in the city. Messrs. Dockeray, Pill, Anderson, Brennand, Graham and Trowern, with power to add to their numbers.

### Collection of Small Accounts.

Mr. Anderson brought up the question of the collection of

small accounts. The present system was too expensive by far. Mr. Trowern explained what had been done by the Association to endeavor to secure an amendment to the Division Courts Act so as to enable accounts up to a certain amount to be collected with less trouble and expense. The legal Committee of the Ontario Legislature had had the matter very fully under consideration, and it was found that the whole Division Courts Act would have to be altered in order to effect this. This was a matter that would have to be dealt with by the Provincial Government, and there had at the late session been so much business before the House that the amendment of the Division Courts Act was necessarily left over until another year, when he was of the opinion that a Government measure would be introduced dealing with the matter.

### Sunday Closing.

Mr. Dockeray's motion, of which notice had been given at last meeting, was now brought up and discussed. One or two of the members raised an objection to it on the ground that some few dealers in the neighborhood who were not members of the Association were in the habit of keeping open late on Sunday afternoons, or even all day, and they would consequently lose trade by closing early. Finally after a committee had been appointed to wait on those non-members and endeavor

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our to get them to agree to close, the following resolution, moved by Mr. Dockeray and seconded by Mr. Anderson, was adopted:

"That the members of the Section pledge themselves to close their places of business on Sunday afternoons and all holidays not later than half past one o'clock, and that this resolution take effect on the first ensuing Sunday."

#### Annual Excursion.

A resolution was passed that the Annual Excursion be at Guelph this year and be held on the 27th of June. The following committee was appointed to make arrangements: Messrs. McTaggart, Lee, Graham, A. Rundle, Hill, A. B. Rundle, Gourlie, Staunton, Young, Dockeray, Pill, Anderson, Lock and Reynolds.

#### Bottle Exchange.

Mr. V. E. VanZant, of Toronto, then addressed the meeting on the merits of a scheme of Bottle Exchange which he was introducing into Toronto. The Bottles were all marked with the names of the owners by a special process of grinding the names on the surface of the glass. The idea was to get the milk dealers to subscribe to the Exchange at so much a month per wagon. One hundred and fifty wagons at one dollar and a half per month would pay all the cost after the first marking, which would cost one cent per bottle. The Exchange would have a wagon visit each dairy once a day to collect and distribute bottles. If the dealers left stray bottles at the Exchange and called to get their own the cost would be much less. He estimated that such an Exchange would save the deal-

ers fully fifty per cent of what they now lose on bottles not returned. It would also prevent the stealing of bottles and the selling to the junk shops, which was now very prevalent. He had already in two months branded over seven thousand bottles in the City of Toronto.

Some of the members thought the cost too high. Mr. VanZant then said that in the States the Exchange was working well, and in some cities at a cost to the dealers of two cents a bottle returned. If the Section would adopt the plan and enough dealers go into it he was willing to try the Exchange for a time at that rate, two cents a bottle.

The matter was deferred until the next regular meeting, and in the meantime Mr. VanZant will confer with the Executive Committee, which committee will make a report on it.

The meeting then adjourned.

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July, 1906

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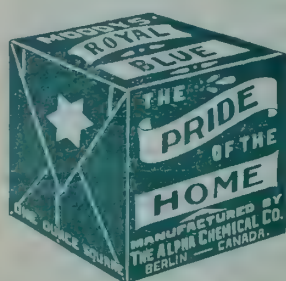
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# THE Retail Merchants' Journal

OF CANADA

The Official Organ of

The Retail Merchants' Association of Canada.

MONTREAL,

JULY, 1906

## OTTAWA CONVENTION

The seventh Annual Provincial Convention of the Province of Ontario has taken place in Ottawa, on July 3rd, 4th and 5th. Delegates from all the most important cities were present, and every one has taken a very active part in all the questions that have been considered by this Convention.

The Officers and members of the Ottawa Branch deserve to be congratulated for the way they have received the different delegates.

A full report of what has been done at this Convention and of the amusements to which the delegates have been invited will be published in the August number of this journal.



## CONVENTION A SHERBROOKE

La deuxième Convention Provinciale pour la Province de Québec de l'Association des Marchands Détailliers du Canada, Inc., a eu lieu à Sherbrooke, les 10 et 11 juillet 1906.

Les principales villes de la Province de Québec étaient représentées chacune par un ou plusieurs délégués.

Plusieurs questions de la plus haute importance ont été prises en considération à cette convention dont un rapport complet sera publié dans le numéro du journal du mois d'août.

## FEU M. C. P. HÉBERT

Nous avons le regret d'apprendre à nos membres la mort de M. C. P. Hébert, l'un des fondateurs de la maison Hudon Hébert & Cie, Epiciers en Gros de Montreal. Mr. Hébert est décédé mardi, le 17 juillet, à l'âge de 73 ans.

Mr. Hébert fut un travailleur, un homme de beaucoup de mérite et qui arriva au succès par sa constante énergie et son grand courage. Le commerce de gros perd donc aujourd'hui en la personne de Mr. Hébert, un de ses membres les plus actifs et des plus estimés, en même temps qu'un homme d'affaires exemplaire.

Il était l'ami du pauvre et un des généreux donateurs de l'Hôpital Notre-Dame dont il fut l'un des fondateurs.

Mr. Hébert laisse une épouse et six enfants.

Les funérailles ont eu lieu vendredi, le 20 juillet, à l'église Notre-Dame.

Nous prions la famille d'agréer nos biens sincères condoléances en même temps que nos regrets profonds.



(Extract from *Sherbrooke Daily Record*  
July 14, 1906.)

## Indusing Predatory Competition

It is a commonly accepted theory, true no doubt to a certain extent, that officers of corporations will do acts which the

same men as private individuals would spurn. Corporations are held to be without souls. The law implies as much since they are not amenable to the code governing personal conduct. Those men are very few, who believe themselves not possessed of souls, and the demurring of the soul, that is, what we call conscience, plays a tremendous part in dealings between men. It is plain that this situation puts the individual business man at a distinct disadvantage in competing with a corporation. The point needs no elaboration. In a country where equality of opportunity is fundamental, this defect in the law presents a peculiar anomaly. It should be remedied. This cannot be accomplished by endowing corporations with souls because that is impossible. It can be accomplished, however, by recognizing that corporation officials, even as such, have souls. Officers of corporations could be held responsible for what their corporations are made to do. Corporations are not only soulless but lifeless as well. Some officer must be the author of every act. Where that act would render an individual liable to the law, the officer concerned should be held liable. In this way the defect in question could be remedied. Whether private individual or corporation officers, if a man were accountable to the same law, he would observe the same caution about overstepping its limits. Men who would take advantage of the existing loophole are the exception and not the rule, but there are always some men bent on getting an advantage over their followmen by fair means or foul, and in the pathway of these no such opportunity should be left. At the annual convention of the Retail Merchants of the Province of Quebec, held in Sherbrooke this week, this subject formed a leading topic of discussion. The association will endeavor to have the law in point appropriately amended.

—THE ONLOOKER.

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Au ideal home among the Islands of Georgian Bay, Fifteen miles from the town of Penetanguishene. Every comfort, good large rooms, appetizing cuisine. Rate \$7 to \$10 per week. Penetanguishene P.O. Steamboat connections 4 times weekly.

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Delightful grove on southern shore of Lake Ontario. Reached by G. T. R. System. Bathing, Boating, Lawn Bowling, Tennis. Evening entertainments, concerts, moving pictures, band concerts, etc., during July and August.

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Will accomodate three hundred guests, is thoroughly equipped with all modern improvements. Elevator, Electric Lighting, Exposed Plumbing, and Steam Heated. Suites with private baths. Luxuriously furnished throughout.

Splendid tennis courts, well sheltered from the wind, beautiful Bowling Green and Billiard room.

Every comfort assured. Garage in connection. Terms:—\$15.00 upward per week or \$3.00 per day. Special monthly rate. For further information, apply O. H. FOSTER, Prop., Burlington, Ont.



The  
**Retail Merchants' Journal  
of Canada**

THE OFFICIAL ORGAN

OF

The Retail Merchants' Association  
of Canada

(INCORPORATED)

"All Retail Merchants United."

PRICE, \$2.00 PER ANNUM,  
IN ADVANCE

Correspondence is invited, but we do not hold ourselves responsible for the statements or opinions of those using our columns.

Copy for change of advertisements must be sent to the office, 21 Richmond St. West.  
Phone M. 2316, not later than the 1st of each month.

Secretary and Editor, E. M. TROWERN  
21 Richmond St. West, - - - Toronto.

Treasurer, J. A. BEAUDRY,  
270 St. Catherine St. East, - - - Montreal.

**JULY, 1906.**

**LONDON PURE FOOD SHOW**

The Pure Food Show at London, Ontario, under the auspices of the Grocers' Section of the London Branch of the Association turned out a great success. It was held in the Princess Rink in that city from the 17th to the 26th of May, and was attended by very large crowds of the people of London and surrounding country. The committee having the arrangements in hand are to be congratulated upon having put such an attractive bill of fare before the public. The exhibitors showed themselves very enterprising in the arrangement and decoration of their booths, and the entertainment feature of the Show, under the direction of Mr. Harry M. Bennett, of Toronto, was a most popular feature.

The Cleveland Ladies' Orchestra, which gave such great satisfaction at the recent Toronto Pure Food Show, gave performances every afternoon and evening. The solo performers were Mr. Harold Jarvis, the well known Canadian Tenor, now of Detroit; Miss Mary Stevens, Soprano Costume Singer, of Chicago; and Mr. Bennett.

Mr. A. D. Jordan, of London, acted as Pianist and Accompanist.

Mr. Robert Clarke, of Toronto, also gave a number of performances each day of his popular Punch and Judy Show, proving himself a ventriloquist of remarkable ability.

Amongst the Exhibitors were the following firms:—The Cowan Company, Limited, Toronto; The United Factories, Toronto and London; Christie Brown & Co., Toronto; Canadian Packing Company, London; Todhunter, Mitchell & Co., Toronto; Lake of the Woods Milling Company; W. M. Neilson & Co., Toronto; Edward Adams & Co., London; Canada Spice & Grocery Co., London; Battle Creek Health Food Co., London; Ingersoll Packing Co., Ingersoll; The McClary Mfg Co., London; City Creamery & Dairy Co., London; A. M. Smith & Co., London; D. S. Perrin & Co., London; The Walker Bin & Fixture Co., Berlin; T. B. Escott & Co., London; Canadian Westinghouse Co., Hamilton; Gorman, Eckert Co., London; The London Canning & Evaporating Co., London; and many others.

# Make it your Leader

THERE are some products that require constant pushing to make them go, but there are others that move so fast they almost *PULL* the dealer after them. Every wide-awake grocer likes to handle goods of this last named class because they mean sure profits with little or no effort. A leader in this class is

## Quaker Rice (Puffed)

It very nearly sells itself. All that we have said about Quaker Rice as a trade winner—all that we have predicted about its great and continued popularity is more than confirmed by our sales record. Quaker Rice is both a substantial food and a basis for many delightful confections. Once the people taste it they can't resist eating it. This is the only product of its kind, therefore, will soon be the fastest selling of all cereal foods.

Order from your jobber.

The American Cereal  
Company

Peterborough, Ont.



## THE FOX

Brand on a PAIR OF SCALES is your guarantee that you are getting ABSOLUTELY THE BEST SCALE that can be made. We know it because we make them, and we know the MATERIAL that we put in them—NO SHODDY WORK, INSIST ON A FOX.

Hay, Coal and Platform Scales  
a Specialty.

SEND FOR PRICES

THE FOX SCALE WORKS  
LONDON, ONT.

Why  
you should sell

**"BOBS"**

Plug Chewing Tobacco

Because it's an easy seller and it

**Pays good profits**

Handled by all the Wholesale Trade



## The Retail Trade must stand united as a solid body of business men.

It is almost unnecessary for us to refer to the need there is for the retail merchants of all classes to stand together in a solid body, if we desire to improve our retail conditions. The reason we again urge the importance of our members taking firm ground on this subject, is, that in association work, like in all other forms of social and reform work, there will arise differences of opinion, and unfortunately there are some who are not in the retail trade but who constitute themselves an authority and who have not the best interests of the cause at heart when they attempt to criticize, but they have a single eye on securing some personal advantage for themselves. In our association work we have been very fortunate in securing harmony among our members, as they all realize that the retail trade in the past has suffered because it had no medium through which it could voice its united sentiments, and that all other organized bodies were securing advantages, and the retail trade were paying heavy taxation, and having heavy burdens placed upon them. Since "The Retail Merchants Association of Canada" has been formed, the retail trade has been improved, and we have had an active medium through which we have been able to express our views and urge our claims upon our municipal and legislative representatives. Through the manner in which we are organized, when we approach Councils and Legislatures we are not representing any one single one line class, but we are representing the views of all classes of the retail trade, and in this we have united strength. According to the old fashioned method of organization, when the retail jewellers had a grievance and they appeared before the Government, they were asked how their proposal would affect their other fellow retailers, the druggists, the hardware dealers, or any other line, and they were speechless, they could only surmise, they had no official information to impart and they were sent away to find out. Their voting power was small and their influence was limited. But under our present form of organization we can ascertain all the facts, submit the required legis-

lation to all of our sections, secure their endorsement, and line up in a solid body, and demand recognition. We regret to say that notwithstanding all our advantages, and all the good work we have accomplished for the retail trade, there are a few selfish interests who are endeavoring to pull down what has been built up, so that they can personally secure financial gain. The interests we refer to are a "Hardware Journal" and a "Grocers Journal", both published in Toronto. These two mediums are owned and controlled as private enterprises. Like all trade journals their mission is to convey news and reports to their readers, concerning the three branches of the trade, the manufacturing, the wholesaling, and the retailing. They cannot claim any particular interest in any one of the above classes or they would cease to be a trade journal, and immediately become an association journal, which is an entirely different proposition.

Very recently these Trade Journals have been endeavoring to take a very kindly interest in the retail trade, and they are very solicitous for their welfare. They are not urging the Manufacturers who are their advertisers, to sever their connection with "The Canadian Manufacturers Association" or the Wholesalers to sever their connection from the "Board of Trade," but they are making strenuous efforts to induce the retail grocers and the retail hardware dealers to break away from The Retail Merchants Association of Canada, an Association that the merchants themselves have had intelligence, energy and foresight enough to build up, and under which they have received so much benefit. These journals are now inducing the Hardware and Grocers Sections of trade to form old fashioned single line Associations, which never have and never will be able to accomplish anything to improve their trade conditions. And while on the subject of single line associations, we must candidly confess that, after giving years of time and thought in assisting to build up such associations, we have never yet seen any good come out of them, except that of gathering together, passing resolu-

tions, and having a supper or entertainment once a year, but as far as good practical results are concerned, we have secured more in one year through "The Retail Merchants Association of Canada" than any one line association has ever secured or could secure in twenty years. These are facts not theories. This Association has been organized, and is conducted by the retail merchants themselves. They understand their requirements, and they have no other interest to serve only that of the best interests of retailing. When a question arises in which it is necessary to point out a manufacturer, or a wholesaler, who is not doing business, as the retail trade think that it should be done, under our form of organization we can point them out, but if a trade journal held the reins and their columns were filled with advertising from the person whom we wished to censure, we would then be subjected to the selfish interests and interposition of the trade journal. We would be placing ourselves into the hands of those who were endeavouring to serve three masters, the Manufacturers, the Wholesalers and the Retailers, and while we believe in giving credit to the trade journals for the good useful information some of them impart, and we advocate their use by all, yet in our experience with the retail trade, of over thirty years, we have never yet seen an Association amount to anything that was governed, advised and conducted by trade journals or trade journal officials. If an association desires to be a success it must stand free and independent from trade journal influence, and this opinion is one that is shared by all those who have given association work any careful study.

Our advice therefore to the retail trade of all sections is, hold your own reins, don't be guided by any one outside of yourselves. Our Association is accomplishing good work, we are organized on intelligent and sound lines, let us continue, and to all those who would endeavour to spread discord in our ranks, or weaken our cause, by separating our ranks, let us say kindly but firmly, you are not a friend but an enemy. If you desire to help the retail trade you must be

**EAGLE BRAND**

Has No Equal in  
Condensed Milk

# THE STANDARD OF QUALITY

IN  
**EVAPORATED CREAM**  
AND  
**CONDENSED MILK**

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Unsweetened  
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**4** Fast Express Trains each  
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aps and handsomely illustrated literature descriptive of the many  
tourist resorts along the line of this system sent free on application.

**G. T. BELL, General Passenger and Ticket Agent, Montreal.**





with us, if you want to injure the retail trade you must be against us, and you must be treated accordingly,

Let our watchword be "Stand united." There is plenty of good work for trade journals to do, and those who devote their time to their legitimate sphere should be supported and will be much more appreciated by the entire trade than those who are endeavoring to "chase with the foxes and run with the hounds."



#### **Borden's Brands Condensed Milk and Evaporated Cream.**

It was early in the fifties of the past century when Gail Borden first began his practical efforts to secure a perfectly pure milk supply for the consumption of the public of the United States. Those were also the days when Frank Leslie had undertaken his memorable campaign against the distillery fed milk, which was causing such great mortality amongst the infants and other young children in the city of New York. It was in 1856 when Mr. Borden succeeded in securing patents from both the British and American Governments for his methods of preservation of milk and cream by the evaporating process. He was the first to hit upon this plan for preserving milk, and from that time the products put up by him and his successors have been the leading articles of the kind in the markets of the world. The first advertisement of these products ever appearing in a newspaper was in 1858, and read as follows: — "Borden's Condensed Milk, Prepared in Litchfield County, Conn., is the only Milk ever concentrated without the admixture of Sugar or some other substance, and remaining easily soluble in water. It is simply Fresh Country Milk, from which the water is nearly all evaporated, and nothing added. The Committee of the Academy of Medicine recommended it as an article that for purity, durability and economy is hitherto unequalled in the annals of the Milk trade. One quart, by the addition of water, makes 2 1-2

"quarts, equal to cream. five quarts rich milk. and seven quarts good milk. For sale 173 Canal Street, or delivered at dwellings in New York and Brooklyn at 25 cents per quart."

This Condensed milk was actually peddled at that time by Gail Borden and an assistant through the streets of New York and Brooklyn. This condensed milk was used in immense quantities for the first time in warfare by the American armies during the great war of secession from 1861 to 1865. Absolute purity is enforced in connection with the hundreds of thousands of cows that are now needed to supply the demand for Borden's products, and the milk is protected from contact with the air from the time it leaves the cows until it reaches the vats where the evaporating process is performed. Also, although government bulletins declare that ensilage (that is, the partially fermented product of the silo system of storing fresh fodder) to be perfectly sound and wholesome food for cattle, the Borden people differ from scientific authorities in this respect, based on their knowledge of the subject, and therefore eliminate from their supply ensilage-fed milk. The Borden Plant for the evaporation of milk and cream, located at Gail Borden's own birthplace in the County of Litchfield, is an immense institution and fitted with the most up-to-date apparatus to be found anywhere. The elaborate precautions to secure absolute cleanliness and uniformity and excellence in product are the wonder of all who inspect the works. These precautions would be impossible in a business sense for a smaller concern. By their great care to secure milk and cream for the manufacture of their products of the greatest purity and highest excellence Gail Borden and his successors have done a vast deal to improve the character of the cattle in all those sections of the country from which they have drawn their supplies, and Borden's Brands are known the world over, and the sale of these goods is constantly on the increase.

#### **THE "NUGGET" POLISHES**

**As used in the Royal Households.**

One of the most interesting exhibits at the recent Pure Food Show held in Toronto, was that of the "Nugget" Polish Co Limited:— Shoe polishes, Harness polish, Furniture polish and a cleaner for white shoes.

Dealing first with the preparation for black shoes; it is not a blacking, nor is it a varnish for there is no film or caking. It is however, an effective dye, and if old shoes wear a little "rusty", an application of "Nugget" instantly makes the leather jet black again and keeps the shoe soft and pliable; at the same time it gives a brilliant and lasting polish. There is also a similar paste for brown shoes; both of these polishes are remarkable from the fact that they are absolutely waterproof and consequently will not rub off and soil dress skirts or trousers in wet weather, furthermore the water will not destroy the lustre of the polish.

The "Nugget" white cleaner is a preparation for white shoes, which is extremely simple to apply and it dries a beautiful white *which will not rub off.*

In cases of harness a wonderful saving of labor is effected by the use of this polish. It is only necessary to apply a small quantity with a brush to create a beautiful shining waterproof surface and when sponged and freed from dirt after using the harness, a light rubbing with a pad or soft cloth is all that is needed to render it as bright and clean as when the polish was first applied.

The "Nugget" Furniture Polish cleans and renovates furniture, revives the leather, and produces a brilliant lasting polish; and leaves a pleasant odor. There is no stickiness, and it does not show finger marks. *All of these polishes are absolutely free from acid or any substance injurious to leather.*

If you are after the quality trade, you must have the quality salt : : : : :  
**WINDSOR SALT**

Mr. Merchant

Don't carry **SHELF WORN CORSETS**.  
Job them out it will pay you. Get the  
**CORSET TRADE** of your town by stock-  
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**WILL DO THE TRICK.**

Watch for our Drummer or write for Catalogue.

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**OUR REPUTATION**

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complete assortment of : : : :

**GLOVES and MITTS**

Will be more than demonstrated  
when you see our samples for 1906.

**CHOICEST LEATHERS**

from our own Tannery as well  
as from every renowned source.

Travellers will call on you in good time and  
to wait for them will be to your interest.

**W. H. STOREY & SON**

LIMITED

ACTON - - ONTARIO

**Don't place your order until  
you see our New Samples of**

**PERFECT FITTING  
ELASTIC RIBBED**

**UNDERWEAR**

✂ ✂ FOR ✂ ✂

**Ladies, Children and Infants**

Our Travellers are now on the way to see you.

New Designs, New Trimmings, and the best  
quality on the market. :- :- :- :-

Our "CEETEE" Full Fashioned, 2 and 3-ply  
Underwear is equal to any imported, at lower  
prices. :- :- :- :- :- :- :- :-

Non-Irritating, Non-Shrinkable, Wears Well  
and never gets Out-of-Shape. :- :- :- :-

**THE C. TURNBULL Co. of GALT, LTD.**





## DRUG SECTION



### TORONTO BRANCH.

The regular monthly meeting of the Drug Section of the Toronto Branch was held in the Board Room on Thursday afternoon, the 7th of June. In the absence of Chairman Geo. M. Petrie, 1st Vice-Chairman C. H. Cowan presided. The meeting was largely attended, and a deputation was also present from the Council of the Ontario College of Pharmacy, which was then in session in the City. This deputation was composed of Messrs. H. Waters, Ottawa; J. H. H. Jury, Bowmanville; and R. A. Harrison, Dunnville. These gentlemen were invited to take part in the discussions.

### Trade Improvement.

The report of the Trade Improvement Committee for the month was presented by Mr. W. J. A. Carnahan. He suggested that possibly the Association would be open to prosecution by the use of the word "Castoria" on one of its preparations, but cases had been decided in the Courts that this word could not be used as an exclusive trade mark.

### The Contract Plan.

Mr. Trowern for the Contract Plan Committee reported that the Committee had taken into consideration the situation created by the recently decided case of Wampole vs Karn. This report stated that under the circumstances of the case the judgment is certainly beyond comprehension. The Committee was of the opinion that the evidence in the case was quite insufficient to

properly present the truth of the matter, and was also in many ways quite misleading as to facts. If an appeal were taken the same evidence taken before Judge Clute would be the evidence upon which the higher Court would have to decide, so that by that means it would be impossible to secure a full and fair hearing. There were two alternatives open. One was to apply for a new trial and the other was to have a fresh case prepared. After a lengthy discussion the report was adopted and the matter referred back to the Contract Plan Committee to work in conjunction with the Provincial Contract Plan Committee to take what action they should decide upon as in the best interests of the retail trade of the country. During this discussion the following opinions, amongst many others, were expressed.

Mr. Watters had no confidence in the Contract Plan and advocated the Manufacturers be not so much depended upon to supply proprietary articles for the retail trade. He thought that retail druggists could make a great deal more money out of their own preparations. Mr. Jury had very great confidence in the Contract Plan and considered it the most effectual way in which to meet the price cutters. Mr. Harrison said that the Contract Plan is what all druggists should stand for and that efforts should be made to get a decision on the real merits of the question, and that therefore it would be best to have a new case prepared. Mr. Walton was in favor of defending the principle of the Contract Plan. Mr. Currie would not let the matter drop without testing it to the bitter end.

### Pharmacy Committee Report.

A report from the Pharmacy Committee was presented by Messrs. F. W. Flett and Walton. This report recommended several new formulæ, and strongly urged that Toronto Druggists stand truly loyal to Canadian Formulæ, very many of which had been proved equal to the very best preparations on the market.

### Visit from New York Delegates.

The delegates to the Convention of the New York State Pharmacal Association, which meets at Niagara Falls the latter part of the month of June, will visit Toronto in a body, probably some three hundred strong, on the 29th of the month. A resolution was passed that the Druggists of Toronto unite with the Council of the Ontario College of Pharmacy in giving these delegates a reception.

### Excursion to Grimsby.

The Executive Committee was instructed to appoint a special committee to work in conjunction with a committee from Districts Four and Five within the jurisdiction of the College of Pharmacy to arrange for an excursion to Grimsby by way of boat to Hamilton, and thence by the Radial Railway, the date of which has not yet been fixed.

## THE BALL FURNITURE CO., LIMITED

Wholesale Manufacturers of

Cobbler, Upholstered and Common and Fancy  
Wood Seat Chairs, Bedroom Suites, Sideboards,  
Extension Tables, Beds, Etc.

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## The Acme Supply Co.

60½ ADELAIDE ST. E.

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All materials for wood burning.  
White Basswood blanks for  
wood burners.

Designs for match holders,  
racks, etc., ready for use.  
Burning outfits supplied.

Wood stains and finishing gloss  
in all colors.

Retailers now is your time!

Write us and save 5% duty.

**A  
CEREAL  
FOOD  
That Sells  
on its  
OWN  
MERITS**

# EGG-O-SEE

**JUST  
A WORD  
with  
YOU  
Mr. Merchant**

**A**RE you willing to contenance the sale of SO-CALLED CEREAL FOODS which required to be piloted into the homes of the people through coupons premiums, and other unfair methods of attracting attention ?

**A**RE you ready to oppose all such tricky methods of securing trade by encouraging the sale of a cereal food that sells SOLELY ON ITS MERITS, and does not require cheap poisonous toys, coupons, or devious devices to create sales ?

**Such a Food then is "EGG-O-SEE"**

Sold positively on its own merits and has the largest sale of any Cereal Food in the world.

## EGG-O-SEE

The honest Cereal Food is now being offered to the Retail Merchants of Canada. The manufacturers are doing business on legitimate business principles, and even respecting legitimate methods of trade. Members of the Retail Merchants Association have placed themselves on record as opposed to all premiums, coupons, etc. We ask your earnest co-operation in protecting the public against all such methods of selling goods.

**EGG-O-SEE**

We want every Grocer and General Store Keeper in Canada to sell "EGG-O-SEE" on its merits AND NOTHING ELSE. We shall do our part, will you do yours ?

**EGG-O-SEE**

**The "EGG-O-SEE" CEREAL Company**

**43 SCOTT ST.**

**TORONTO, Canada**





## GROCERS' SECTION



### MONTREAL PURE FOOD SHOW

Suite from June issue, page 171.

#### The Exhibitors.

The number of booths was some sixty, and represented most all food products. In quality and character the Exhibition left little to be desired, as the booths were built in a very expensive and artistic way, and the samples have been given away very freely, the leading manufacturers of food products were well represented.

During the first week of the Show, the "Kilties", that famous band known the world over was the principal attraction for two days.

On Thursday, the 17th. of May, Hon. L. Gouin, Prime Minister of the Province of Quebec, visited the Show, and congratulated very heartily the promoters for the success obtained. He added "that an undertaking of the kind should not leave indifferent any one who is interested in the welfare of the public, as health is the most precious wealth, and it depends entirely on the quality of the food. This exhibition is not only a means of advertising a first class product, but it is at the same time a good opportunity for the public to establish a difference between the pure foods and the adulterated ones. That the success of the first exhibition should encourage the organisers and the manufacturers to keep it up in the future."



#### The N. K. Fairbank Company.

The exhibit of The N. K. Fairbank Company, of Montreal, was without doubt one of the most attractive in the Pure Food Show. This Company exhibited not only its pure foods, — Cottolene, Cooking Oils and the famous Boar's Head brand of Lard,—but Gold Dust Washing Powder and the well known Fairy Soap and other brands.

The Gold Dust "Twins" were in evidence in all their familiar and amusing attitudes and these were not confined to the booth of the Fairbank Company, for the thousands of advertising cards and attractive printed matter, as well as the samples which were given

away, were scattered not only among the people who visited the Food Show, but went into many homes where their uses, we are confident, will make friends for the products advertised.

The Fairy statuette advertising Fairy Soap, representing the little girl holding a bunch of violets and sitting on a cake of Fairy Soap with the motto, "Have you a little Fairy in your home," was universally spoken of as the most attractive piece of advertising displayed.

A very large number of samples of Fairbank's Glycerine-Tar Soap were distributed and many new friends made for it, as well as for Fairbank's Scouring Soap, which sells for 5c. and does the work of other brands of scouring and pumice soaps which are widely advertised and cost the consumer 10c. and more.

This Company took many orders at their booth for delivery through the members of the Association and refused to deliver direct to consumers, thus they not only assisted the Association in making a success of the Food Show, but many of our members among the grocers have benefitted by the orders which their customers have given to the Fairbank demonstrator and will we hope say to others of their customers "Let the Gold Dust Twins do your work."



#### Laporte, Martin & Co.

This so well known firm, wholesale Grocers, had a splendid exhibit comprising three booths, in which they had made a fine display of Wiser Whiskeys and Lipton Teas, for which they are agents. Their place was all lighted with a sign of over 200 lights.

Mr. Jos. Ethier, the Manager, says that a great benefit has been derived from their advertising at the Pure Food Show, as it has afforded them to take orders from Grocers who were not handling their goods before.

#### Edwardsburg Starch Co. Ltd.

One of the most attractive exhibits of the whole show was undoubtedly the EDWARDSBURG STARCH CO.'S. It comprised four booths, which were very nicely decorated; it was so distinctive that it attracted the attention of all the visitors who stopped and admired.

Samples of Corn Syrup, Benson's Starch were given away very freely.

Mr. A. P. Murray, the Manager of this Company, expresses himself as well pleased with the result of the show.



#### The Ozo Co. Limited.

Perhaps the best patronized stall at the Food Fair was that occupied by this well known concern. If the complimentary expressions caused by the fine display of this company's goods are any criterion, their lines of grocery sundries should enjoy an even greater demand than before.

The average housekeeper is quick to detect quality but where it is so self evident, an exclamation of pleasure is the involuntary result, and the management of the Ozo Co Ltd should feel gratified at the expressions evoked.

The firm have succeeded in producing a pickle that has no superior any where, even amongst the very best imported goods. The pickle on a tooth pick which every one tried was the most convincing argument possible in their favor. Although the Company gave away no samples they sold several thousand bottles during the two weeks to people who, we are sure, will be satisfied with nothing now but Ozo goods.

Everything which bears the Company's name: pickles, vinegar, jams, jellies, sauces, catsups, stove and metal polishes, etc., irresistibly appeal to the consumer, and we advise our readers to be amongst the first to place an order for their goods, if they do not already have them in stock.

Mr. Retailer :—

Your stock will be well selected if you are careful to handle the handsome styles of

## VACATION SHOES

Manufactured by

**THE MAPLE LEAF RUBBER CO., Limited**

and like

## MAPLE LEAF RUBBERS

the designs of these shoes are absolutely correct, and the finish especially neat and attractive.

Largest range of styles ever  
offered to the trade.

## Hamburg Felt Boot Co.

Limited

New Hamburg, Ontario

HIGH GRADE

## FOOTWEAR

We manufacture all kinds of

**Felt Boots and Shoes  
and All-Wool Lumber-  
men's Knitted and  
Felt Socks : : : :**

ABSOLUTE SATISFAC-  
TION in knowing that  
when you buy the HAM-  
BURG Felt Boots you have  
the BEST GOODS MADE.

Write us for samples and prices. We have JUST  
WHAT YOU HAVE BEEN LOOKING FOR.  
We sell direct from our factory, and give you  
PROMPT SHIPMENT. : : : :

Protect Your Property

With the

## Diamond Fire Extinguisher

A dry powder put up in metal tubes 22 inches long. Hangs on strong nail or hook.

It will instantly extinguish the most furious flames of wood or oil.

Guaranteed by best Canadian authority.

Write for descriptive circular to

The  
**Diamond Dry Powder  
Fire Extinguisher Co.,  
Limited**

120 Victoria Street  
TORONTO

Agents wanted.

## Niagara Navigation Co. Ltd

Niagara River Line.

CONNECTING

**Buffalo --- Niagara Falls --- Toronto**

Via LOWER NIAGARA RIVER and LAKE ONTARIO

**6 Trips Daily (Except Sunday)**

**LEAVING TORONTO**

7.30 a.m., 9.00 a.m., 11.00 a.m., 3.45 p.m., and 5.15 p.m.

FOR

**LEWISTON, QUEENSTOWN and NIAGARA-ON-THE-LAKE**

Connecting at above points with New York Central and Hudson River R.R., Great George Route (Electric), Michigan Central Ry, International Ry Co, (Electric), for Niagara Falls, Buffalo, New York, Boston, Cleveland, St-Louis, and all points South, East and West. Steamers arrive at Toronto :—  
**1.15 p.m. and 8.30 p.m.**

**B. W. FOLGER, Manager,**

**Toronto, Canada.**



**S. H. Ewing & Sons**

The St. Charles Condensing Company, St. Charles, Ill., and Ingersoll, Ont., are demonstrating the qualities of their products in the Montreal Pure Food Fair. The Sec'y of the Retail Grocers Ass'n paid a visit to this exhibit and found the Booth tastefully arranged, and the Cream being demonstrated to visitors. St. Charles Unsweetened Evap. Cream is claimed to be thoroughly sterilized therefore absolutely free from microbes, and a nourishing food for the young, sick and old. It is said to greatly improve the flavor of Coffee, Tea and Cocoa.

It is prepared from milk obtained from specially selected dairies and particular pains as to sanitary conditions are taken in its manufacture. It is claimed that St. Charles Cream is an absolutely pure article, it is recommended by Physicians and Nurses, as the many notable testimonials possessed by the Company substantiate, particularly that of Dr. Walter S. Haines, Prof. of Chemistry in Rush Medical College, Chicago. Some of the uses to which St. Charles Cream may be put, are as follows: for fruits, ice cream, confectionery and pudding, custards and other desserts. That the consumption of Condensed Milk and Cream is increasing in wonderful strides is evident to every up-to-date grocer and that demonstration of the merits of St. Charles Evap. Cream at the Food Fair is a step in the right direction.

Medical health officers of every city and town in the country are united in attributing much of the sickness with which they have to contend to the irregular and imperfect as well as impure milk supplied the public. It is claimed by the Company that the use of any article like St. Charles Evap. Cream will greatly reduce this, it is therefore clearly the duty of every one of the public to take particular note of the utility and use of these Condensed Milk and Cream exhibits at the Montreal Food Fair is undoubtedly a splendid educative and interesting feature, and Messrs. S. H. Ewing & Sons, Montreal

agents for the St. Charles Condensing Co., under the Management of Mr. W. H. Halford, are to be congratulated on this pleasing display.

**Business System Limited.**

The exhibit of this Company was one of the features of the Pure Food Show. Certainly it is a fact worthy of notice that Business Systems Limited have attained their present high standard as manufacturers of loose leaf goods in the short space of one year.

Their exhibit included, among other numerous systems, the most modern and up-to-date Retail System of Accounting. This system was especially interesting to the many retail merchants who attended the Pure Food Show. It is only fair to say that this company's success as a firm is due to the fact that the Company is composed of six of the oldest loose leaf accountants in America.

The mechanical parts of their binders and devices are marvels of loose leaf construction.

Their Montreal manager when asked what he thought of the Pure Food Show as a medium for advertising in his firm's own particular interest replied: "There is nothing left to be desired. It has brought our goods to the direct notice of the very people we want to reach, and I certainly congratulate the management for the energy they have put forth to make the show a success. We certainly give you the glad hand for another such exhibition in the near future.



**Bode's Gum Company Limited**  
**Exhibit at the Pure Food**  
**Show, Montreal.**

It can be said in all sincerity that the exhibit of the Bode's Gum Co. Limited at the Pure Food Show was one of the most brilliant exhibits of the Show and a credit to the Bode's Gum Co. Limited as well as a credit to the City of Montreal to have such a pro-

gressive little Company in their midst.

It is true that the space was apparently small, being 22 ft front by 7 ft wide. This booth occupied a most prominent spot directly in front of the band stand, and to add to its cheerfulness outside of the fact that there were over 200 16-candle power lights on this little space the charming music associated with this illumination aided in making the Bode's Gum Co. Limited booth one of the greatest attractions of the Show.

This firm started their exhibit on May 14th by having two splendid turnouts in the parade and in these carriages were four men throwing out samples to the bystanders through the entire parade which lasted two hours and a half. This liberal sampling was kept up until the close of the Show.

It might be interesting to know that the Bode's Gum Co. Limited have at the present time an output of 60,000 — 5c. packages Gum per day and as many 1c. packages. They are now negotiating for the purpose of establishing themselves in their new plant where they will double their capacity for which they have a demand at the present time. Their factory has been in operation day and night for the past three months in order to keep up with the pace and supply the demands of their rapidly growing business.

The Bode's Gum Co. Limited are manufacturers of the famous

Bode's Menthal "Pepsin" Gum.


Bode's Crushed Fruit Gum.

Bode's Pepsin Gum.

Bode's Chulets Kandy Koated Gum.

Bode's Buster Brown (1c).





*The Nordheimer*  
PIANO & MUSIC CO. LIMITED  
MANUFACTURERS OF THE CELEBRATED  
**NORDHEIMER  
PIANOS.**  
15 KING ST. EAST TORONTO.

Popular Hotel. Popular Prices.

**ARLINGTON HOTEL  
TORONTO.**Rates \$2.00 per day and upwards.  
Special rates by Week.WRITE FOR ILLUSTRATED BOOKLET  
F. D. MANCHEE - PROPRIETOR  
ARTHUR H. LEWIS, - MANAGER**2****Soap Leaders****Silver Star**

(CAKE) and

**Royal City Bar**

Manufactured by

**Guelph Soap Co.,**

GUELPH, Ont.

P.O. Box 45

Phone 396

✉ WRITE FOR PRICES ✉

**WHY NOT**Push a baking powder that shows  
you a fair margin of profit?**"EAGLE"  
BAKING POWDER**Gives the customer satisfaction  
and pays the dealer a fair profit.

5c tins—4 dozen cases—\$1.80 per case.

10c "—4 " "—3.00 "

25c "—2 " "—4.50 "

We prepay freight on 5 case lots.

**J. H. MAIDEN**

Selling Agent

**MONTREAL, Canada.****Seaforth Milling Co.****MILLERS and GRAIN DEALERS**Correspondence  
Solicited**Seaforth, Ont., Canada**



**The Improved Match Co. Limited.**

Amongst the exhibits of the Pure Food Show: the display of the Improved Match Co. was quite noticeable and the samples which were distributed attracted the attention of the visitors.

This exhibit was under the supervision of the Sec.-Treas. of the company, Mr. C. A. Morin and samples of all their products were quite prominent.

The Improved Match Co. have their factory at Drummondville, where they give employment to over 100 people and is the 2nd largest factory in Canada. They manufacture all kinds of matches: Safety, Silent — Double Tip — Parlor — Sulphur — and the following brands on the market: Safe-light — Princess — New Imperial — Togo — Liberty — Daisy — and the Laurier sulphur match.

Their machinery is of the most modern make and their products are of the very best that can be made.

The president of the company, Mr. H. D. Metcalfe, is the well known grain exporter of this city.

**Messrs. F. X. St-Charles & Co.**

This firm had, at the entrance of the Exhibition 4 booths in which they exhibited their products.

The main attraction was undoubtedly the silver statue "Psyche at the the Edwardsburg Starch Co.'s. It Spring". This sterling silver statue life size (the model is a girl 18 years old and resides in New York) was made by Tiffany & Co., of New York, at an expense of \$10,000.00.

At each performance, a great crowd of people was constantly admiring this emblem of merit.

This statue belongs to the White Rock Mineral Spring Co., Wankesha, Wis.

Besides the White Rock Water, Messrs. F. X. St. Charles & Co. were exhibiting the B. Léon Croizet Cognac, Vin St. Léon, Schlitz, etc., etc., etc.

The Exhibit of the F. X. St. Charles & Co. was certainly a very attractive one, for which great credit is due to Mr. Couture, their advertising manager.

**Canada Maple Exchange.**

The right corner booth was occupied by the Canada Maple Exchange which were exhibiting superior quality of Maple Sugar, Maple Syrup, and delicious sweets made with maple syrup.

The booth was under the charge of Mr. W. H. Crabbe, who was there all the time, and Mr. Small himself, producer of those selected brands, could be seen there every day, taking interest in the Pure Food Show.

Their booth was decorated in a very artistic way and drew the crowd's constant attention.

**The Peterborough Cereal Co.**

The Peterborough Cereal Co. was occupying two booths next to the Canada Maple Exchange in which they made a fine exhibit of the Cereal "Canada Flakes", also of the Shirriffs' Flavoring Extracts, Jellies, Marmalades, Jelly Powder, Jams, etc. Their booths were nicely decorated, and no doubt that this firm is well pleased with its success, if we can judge by the number of people that tasted their different products.

These booths were under the care of Mr. W. S. Silcock, the agent of this Company for the Province of Quebec.

**Charles Gurd & Co.**

Opposite the Peterborough Cereal Co., just across the aisle, Messrs. Chs. Gurd & Co., of Montreal, were exhibiting all their Aerated Waters, Ginger Ale, Magi Caledonia, etc.

This booth was very attractive and "refreshing", indeed.

**The Cowan Co. Ltd.**

Next to the Peterborough Cereal Co. was the Cowan Co. Limited, of Toronto.

The booths of this Company were amongst the most popular and the best attended. The main article they were demonstrating was the Perfection Cocoa. They were also exhibiting Prepared Icing for Cakes, etc.

The lady in charge was occupied most of the time serving in nice Chinese cups a delicious cocoa to every one who was willing to taste it. The booth was in charge of Mrs. S. Hall.

**P. McIntosh & Son.**

This firm, manufacturers of three good sellers, The Breakfast Cereal, Beaver Oats and Swiss Food were exhibiting their products, and every visitor had a chance to taste them as the ladies in charge were very generous with their samples.

**Jas. Strachan Co., Bakers to Royalty.**

This firm made an exhibit of loaves, rolls and buns. They had a Prize Contest which consisted in guessing the exact number of loaves, rolls and buns they had used in decorating their booths, and the reward was a \$300.00 Piano from the W. C. Lindsay Co. Ltd.

Since the closing of the Pure Food Show, this firm has been working the list of all the parties' guesses, and the result is that six persons have guessed the same number which is the right one. Those persons' names are the following:

Mr. Murray, 164 St. James St.

C. DeMongher, 5 Montée du Zouave.

Willie Murray, 55 Ford St.

Miss A. Langevin, 935 St. André.

W. E. Sullivan, 51 Church.

B. Lamontagne, 150 Drolet.

The number of loaves, buns and rolls was 539.

The final happy winner was Miss B. Lamontagne.

**Sutcliffe & Bingham Co. Ltd.**

Next to Messrs. Laporte Martin & Co. was the booth of Messrs. Sutcliffe & Bingham, agents for the Kkovah Specialties. A lady was demonstrating the great value of those Jellies and Jams, which are most delicious, and great sellers among the good dessert seekers.

**Brodie's British Plate Powder.**

Next to Messrs. Motard, Fils & Senecal was the booth of the Brodie's British Plate Powder, of which Mr. A. W. Hugman was in charge.

The Brodie's British Plate Powder, according to their representatives, is the greatest silver polish on the market, also for Cut Glass and Window Glass.

For sale by all Grocers, Jewellers and Hardware Stores.

**The Truro Condensed Milk Co. Limited.**

This firm was exhibiting the Reindeer Condensed Milk, the Jersey Sterilized Cream, the Reindeer Condensed Coffee and the Reindeer Condensed Cocoa, all of which were displayed very artistically.

Afternoon and evening, lady demonstrators were making good coffee or cocoa serving same to every visitor who would stop at their booth.

These preparations are very convenient and nourishing and sold in boxes ready to use; all you have to do is to add boiling water.



FIGURE UP YOUR SALES OF

# WALL PAPER

You will find that out of last season's sales you made your biggest profits on the Staunton lines. Two ways to prove it—selling price over cost price, and so little Staunton stock among the "left-overs." Another reason why Staunton Wall Paper is best to carry is that in originating the season's patterns and colorings Stauntons get closest to what the actual demands of the market will be.

## Stauntons' Travellers

will soon be on the road with samples for 1907. Don't place an order until you see their new colorings, new designs and new prices.

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Commercial credits issued to Retail Merchants for use in Europe and in all foreign countries.

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Real Estate and Business Broker

Established 1892.

If you want to buy or sell a Business, Stock of goods or Toronto property, write

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## AWNINGS

ALL KINDS

TENTS, FLAGS,  
AND OVERS

TENTS TO RENT

**RAYMOND BROS.,**

172 King St.,

London, Ont.

## HUDON, HEBERT & Co. Limited

Wholesale Grocers

AND

Wine Importers

41 ST. SULPICE and  
22 DeBRESOLES STS.

MONTREAL



**Mr. M. Lemarquand.**

Next to Messrs. P. McIntosh & Son was the Exhibit of Mr. M. Lemarquand, agent for A. Jacquin & Co. who are manufacturers of delicious French Candies.

This firm reports having done a pretty business at the Pure Food Show, and we not surprised at this statement, considering the crowd they had around their booth most of the time.

**Atlantic Soap Co.**

Next to the Ozo Company, was the booth of the Atlantic Soap Company, whose exhibit was in charge of Mrs J. F. Cockburn. They make a specialty of certain lines of toilet soaps and talcum powders, and gave quite a lot of their samples away, during the Pure Food Show.

**Hamilton Saratoga Chip Co.**

These people are the exclusive makers of Mrs. Rorer's Saratoga Chips, and made a nice exhibit in their booth.

They gave away, during the Pure Food Show, a few barrels of their chips, so much that now every grocer has to keep them in store.

**R. & W. Kerr.**

In a Pure Food Show, amongst all superior products, it is certainly a good idea to exhibit the right kind of stove to cook the good food, and Messrs. R. & W. Kerr were certainly very wise to secure two booths on that occasion, in which they exhibited their "Regal Range", of a particularly attractive appearance. They also had on exhibition their Regal Sectional Rocking Grate and Fire Box, so that every one could admire the construction of same.

**Eby Blain & Co.**

This firm was exhibiting "Norka", an oat food, thoroughly cooked by a scientific process and combined with malt, a very nourishing breakfast food.

Mr. L. L. Stewart was in charge of this booth, and samples of that cereal were given away very freely.

**Maclure & Langley Limited.**

"Toblers", that delicious swiss milk chocolate, was exhibited in this firm's booths which were very attractive. They had a few little "chefs-d'œuvre" made with that chocolate, of which all visitors could taste.

**Rowan Bros. & Co.**

In the left row, Messrs. Rowan Bros. & Co. were exhibiting their brands of Caledonia, Iron Brew,

Ginger Ale, Cream Soda, Ginger Beer, Apple Nectar, Champagne Kola, Plain Soda, Sarsaparilla, etc., etc.

Mr. J. Ford was in charge of this booth.

**Gorsline Bros. & Co.**

Messrs. Gorsline Bros. & Co. manufacturers of French Gloves, Clothes and Tan Shoe Cleaner, were occupying one booth next to Messrs. Rowan Bros. & Co. Many persons were lucky enough to have their gloves cleaned there right on the spot, without any charge.

**J. W. Windsor.**

These people were exhibiting the Monarch Brand Preserves which seemed to have a great "vogue". These people are making a line of absolutely pure preserved fruits, which is guaranteed pure, and on sale at all grocers.

**Charcoal Chemical Co.**

This booth was certainly a very interesting one, and the gentlemen demonstrating there were very attentive to each visitor, explaining all matters pertaining to their exhibit.

**Blue Ribbon Tea.**

This firm had a booth to the right, where ladies could have a cup of this flavoured tea, while talking "toilette", etc.

**Viau & Frères.**

This most important firm had a large display of their biscuits, right in front of the Rink, to the left, and samples of fresh biscuits, made every day, were given away to all the visitors.

Every one admired the skill with which this booth was decorated, and the benefit of such an advertisement has certainly already reached these people.

**LAKE OF THE WOODS MILLING COMPANY.**

The most important exhibit at the Pure Food Show, from the stand—point of the person who wants all his food pure, was that of the Lake of the Woods Milling Co., Limited. Their booth showed the article which enters most largely into the food of practically everyone in this country—white flour.

The whole arrangement of the booth, with its four triumphal arches enclosing a tall pyramid made of bags of "Five Roses" Flour and Breakfast Food of varying sizes, aptly illustrated not only the commanding position which white flour holds as the most used food of the civilized world, but also the importance and prominence of the Lake of the Woods Milling Co.,

A little touch that brought a smile of appreciation to the faces of hundreds of visitors to the show was the arrangement, on the counter, of vases each of which contained five magnificent fresh roses typifying the fragrance and freshness of the world wide celebrated brand of the firm.

It was altogether a most striking exhibit, worthy of the largest milling concern in the British Empire.

**MOTARD FILS & SENEAL**

The firm of Motard Fils & Seneal has certainly made a hit at the Pure Food Shows in the Victoria Rink.

The booth, artistically decorated, contained two splendid pyramids, one of which formed with quantity of bottles of that Famous Quinquina Phosphated wine made by Rev. Father Trappists at Oka, which is so highly appreciated by everyone, and so well known throughout Canada; it is getting more and more popular in every class of the Society since the distribution of a great quantity of samples and pamphlets, which was so generously done at the Pure Food Show.

All true "connoisseurs" who have tasted the V. Fournier & Co's., Cognac Fine-Champagne have appreciated its High Value. This Cognac is distilled by V. Fournier & Co., of Chateaneuf-Cognac, (France), Distillers who were awarded a Medal in each of the different European exhibitions. Its splendid bottling "Teston style" can already be noticed all over the city in retail grocer's stores as well as in hotels.

Girondin Vinegar, pure wine from Caparroy-Dulord, Bordeaux (France), is an absolutely pure product.

The firm of Motard Fils & Seneal must be well satisfied with the step taken and the increasing of their business is a proof that their products, which are absolutely pure, are getting more and more popular,

# LA PRESSE

==== MONTREAL =====

A sa place au foyer de toutes les familles Canadiennes-Françaises  
de la Métropole.

La Ville de Montréal compte **44,000** Familles Canadiennes-Françaises.  
"LA PRESSE" de Montréal visite **43,000** Familles Canadiennes-Françaises.  
AUCUN AUTRE JOURNAL FRANÇAIS ne possède plus du QUART de cette cir-  
culation dans la Ville de Montréal.

La moyenne actuelle du Tirage de "LA PRESSE" dépasse

==== **102,000 Exemplaires** =====

C'est ce qui explique pourquoi sa publicité est si PAYANTE.

TARIF DES ANNONCES ET AUTRES  
INFORMATIONS SUR DEMANDE.....

**H. GODIN,** Président  
et Gérant Général



LE CANADA POUR LES CANADIENS

## "LA FONCIÈRE"

Assurance Mutuelle contre l'Incendie

BUREAU PRINCIPAL :

**10 Boulevard St-Laurent, MONTREAL**

Ci-devant Côte St-Lambert.

Fondée le 3 Avril 1902.

**CAPITAL AUTORISE - - - \$1,000,000**

Encouragez une institution canadienne.

En faisant assurer vos biens par "La Foncière"  
vous faites acte de bon patriote.

Sécurité ABSOLUE, par la solidarité.

TARIF INDEPENDANT, conditions avantageuses.

T. J. CHARBONNEAU, Ingénieur-Civil, *Président.*

J. L. H. MARCIL, *Directeur-Gérant.*

C. A. HOGUE, *Inspecteur.*

LA FONCIÈRE émettra incessamment son Capital-Actions  
de \$100,000.

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ŒUFS  
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**FORTIER & MONETTE**

**604**

**Rue St. Paul**

**MONTREAL**



## IMPORTANTE DELEGATION A OTTAWA



### IMPORTANTE DELEGATION A OTTAWA

**Les Marchands en détail et en gros, ont une entrevue avec le Premier Ministre Sir Wilfrid Laurier, et les autres Ministres du Cabinet.**

Une délégation des plus importantes, composée d'un grand nombre de marchands en détail, et d'un grand nombre de marchands en gros, venus des différentes parties du Canada, et appartenant aux différentes lignes de commerce, s'est rendue à Ottawa jeudi le 5 juillet dernier.

Les délégués représentant les provinces de l'Est, s'étaient d'abord donné rendez-vous à Montréal, d'où un train spécial du Grand Tronc les conduisit à Ottawa. Le départ s'est effectué de la Gare Bonaventure à 7 heures, a. m.

Les Provinces de l'Ouest, principalement la Province d'Ontario étaient représentées par les délégués des principales villes qui étaient à Ottawa, en convention depuis quelques jours. Les délégués de l'Est étaient au nombre d'environ 200, et ceux de l'Ouest, environ 150.

L'entrevue a eu lieu à 10 hrs de l'avant midi, dans la salle du Comité des chemins de fer, avec Sir Wilfrid Laurier, Hon. Wm Paterson et l'Hon. Aylesworth.

Mr. A. L. Geen, Président de l'Association, remercia d'abord le Premier Ministre et les autres Ministres d'avoir accordé l'an dernier à l'Association un bill prohibant les Timbres de Commerce, ajoutant que les marchands se présentaient de nouveau devant le Cabinet avec une nouvelle demande, et qu'il espérait que cette demande serait de nouveau prise en considération. Ce que les marchands demandent, dit-il, n'est que juste et raisonnable.

Mr. E. M. Trowern succède à Mr.

Geen, et fait l'exposé complet de la question. Ce que les marchands réclament c'est le droit de s'assembler ouvertement et discuter la question des prix. Les marchands doivent avoir le droit de rencontrer directement les manufacturiers, où les marchands de gros, afin d'exposer leurs plaintes dans le cas où les prix seraient trop élevés. Les marchands sont constamment en contact avec le public et conséquemment savent mieux que n'importe qui décider si les prix demandés par les manufacturiers sont équitables. Il est déplorable que les marchands n'aient pas même le privilège qu'ont les Associations ouvrières, celui de discuter ouvertement les questions qui les intéressent. Il ajoute que le Système de l'Uniformité des Prix est le seul système juste et équitable et qu'il ne voit pas pourquoi il est défendu aux Marchands de l'adopter, lorsque ce même système est mis en pratique par le gouvernement lui-même. Comme exemple, le gouvernement ne vend des

# LEMONS and ORANGES

We can supply with the choicest fruits  
at a moment notice :- :- :- :- :-

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**NEWBICGING CABINET CO., Limited . . HAMILTON**

Our Brands  
Safety Silent  
Safe Light

**PARLORS:**

Princess  
New Imperial  
Togo  
Beaver

**SULPHUR:**  
Laurier

Get our prices before you order

**The Improved Match Co. Ltd.**

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P. Q.

Tel. Bell Main 586



BUREAU PRINCIPAL:

52 RUE ST-JACQUES, MONTREAL

Souscription exigée par la loi:

**\$200,000.00**

Assurance en force:

**\$1,500,000.00**

MESSIEURS LES MARCHANDS DETAILLEURS:

Pourquoi cette Compagnie court-elle si bien dans le chemin du succès?

- 1° Parce qu'elle est dirigée par des hommes d'expérience, solvables et honnêtes;
- 2° Parce qu'elle donne toutes les garanties nécessaires proportionnellement à ses responsabilités;
- 3° Parce que ses taux sont les plus bas et qu'elle choisit ses risques;
- 4° Parce que c'est une institution nationale encouragée par nos hommes d'affaires;
- 5° Parce que l'argent des assurés reste dans notre province;
- 6° Parce qu'elle n'emploie que des agents habiles, instruits et honnêtes;
- 7° Enfin, parce qu'elle règle promptement et libéralement ses pertes,

**L.-A. PICARD, Gérant.**



Timbres Postes qu'à ceux qui obtiennent une licence, et cette licence est annulée chaque fois que le détenteur vend les timbres à un prix moindre que le prix marqué sur le timbre.

Mr. J. A. Beaudry, Secrétaire pour la Province de Québec, vient ensuite et continue à développer le sujet de l'Uniformité des Prix. Il dit que le gouvernement accordait des marques de commerce aux compagnies et aux individus, et qu'en même temps le gouvernement se trouvait à accorder à ces compagnies et individus le privilège de vendre leurs marchandises au prix qu'il leur convient. C'est-à-dire que le manufacturier à la liberté de fixer à \$1.00 le prix d'une marchandise dont la valeur intrinsèque n'excéderait pas cinq sous. Que dans ce cas, les marchands n'ont pas la liberté de fixer eux-mêmes les prix qu'ils sont requis par les manufacturiers de vendre ces marchandises au prix marqué, et que les marchands devraient avoir le droit de s'assembler et discuter cette question, et prendre les moyens nécessaires pour faire maintenir les prix tel que marqué par le manufacturier, et lorsqu'ils adoptent cette mesure de protection, ils ne devraient pas être trouvés criminels, car ce ne sont pas les marchands qui élèvent le prix de ces marchandises d'une manière déraisonnable.

Il fait remarquer que les articles de commerce sont aujourd'hui divisés en deux classes, c'est-à-dire, les marchandises vendues en paquet et portant une étiquette ou une marque de commerce, et les marchandises vendues à la mesure; que la classe des marchandises étiquetées augmente considérablement et représente, dans certaines lignes de commerce, de 60% à 75% du commerce, et qu'il était aujourd'hui nécessaire que les marchands pussent prendre une action collective afin de se protéger contre un certain nombre d'ambitieux qui prennent avantage de la loi actuelle pour discréditer dans l'opinion publique les marchands qui vendent au prix marqué par les manufacturiers.

Mr. Henry Watters, Président de la Succursale d'Ottawa, appuya dans le sens de Mr. J. A. Beaudry, en faisant remarquer que la majorité des détailliers, dans bien des cas, sont forcés de signer des engagements envers les manufacturiers, pour ne vendre ces marchandises qu'au prix marqué sur l'article, cependant, d'autres marchands obtiennent les mêmes articles par ruse ou autrement et les vendent à prix réduit ou avec perte dans un but de réclame.

A certaines questions faites par l'Hon. Wm Paterson, il a été clairement démontré que les membres de l'Association ne demandent pas de privilèges qui ne pourraient pas être accordés aux marchands qui ne sont pas membres de l'Association,

mais qu'au contraire l'Association prend action pour améliorer les conditions du commerce en général, et que tous les marchands pourront profiter de ces améliorations, qu'ils soient membres ou non de l'Association.

Sir Wilfrid Laurier répondit à la délégation que la session était maintenant trop avancée pour permettre au gouvernement de prendre la chose en considération; qu'il avait déjà eu l'occasion de discuter la question avec les officiers de l'Association, et qu'il aimerait à avoir de plus amples informations pendant le cours de la vacance; que cette question était assez compliquée et demandait une étude sérieuse; qu'après avoir obtenu toutes les informations nécessaires, le gouvernement prendrait la chose en sérieuse considération.

Après cette entrevue, la délégation a été reçue d'une manière princière par les autorités de la ville d'Ottawa et les membres de la Succursale d'Ottawa. Une réception eut lieu à l'Hôtel-de-Ville où les pompiers firent une démonstration en l'honneur des visiteurs. Cette démonstration a été des plus appréciées et des félicitations ont été offertes au Chef Prevost.

Dans l'après-midi, la Succursale d'Ottawa a conduit les visiteurs au Parc Rockliff et au "Royal Shanty" où un lunch délicieux et des rafraîchissements ont été servis à tous les invités qui étaient au nombre d'environ trois cents.

Le retour s'est effectué à 6 heures et chacun est revenu enchanté du voyage.

Le train spécial qui a remené les délégués à Montréal est parti d'Ottawa à 8 heures.

Parmis les délégués présents nous avons remarqué: Messrs. M. Moyer, F. C. Higgins, John Impey, E. M. Trowern, Toronto; James McManus, St. Thomas; A. L. Geen, Belleville; S. A. Brubacher, Berlin; J. R. O'Neill, Lindsay; John Horsley Meaford; F. G. Lockett, Kingston; A. A. Armstrong, Fergus; W. J. Kerrocher, F. L. Hall, Peeth; J. H. Flury, Lindsay; J. W. Shaw, Tweed; W. E. Maythew, W. Jenkins, Carleton Place; Jas. Eadie, W. H. Doel, Toronto; F. Darnley, W. B. Ziemann, Preston; A. J. Kerr, Elora; R. W. Crowder, Wingham; H. W. Mockler, Durham; G. E. Snider, Deseronto; J. S. Morton, L. Meiklejohn, Sterling; C. W. Kelly, Guelph; Ed. Rinker, Kincardine; R. S. Drysdale, Arnprior; A. M. Patterson; Thos. Nappy; Brockville; L. H. Paquin, Sorel; J. D. Ostigny, Aug. Lavois, Frank L. Woolley, J. G. A. Filion, J. G. Laviolette, C. E.

Scarff, B. C. Beaumier, J. D. Berthiaume, H. P. Nightingale, Le Prix Courant, Montréal; Alex. Orsali, Président Wholesale Grocers' Guild, Province de Québec, Montréal; W. C. N. Grinnel, J. H. Laing, L. R. Soulière, W. S. Stone, H. W. Reynolds, John G. Weinfeld, L. A. Bernard, J. A. Maynard, J. A. Beaudry, M. Albert, John E. Tremble, C. J. Spénard, J. J. Martin, J. Art. Mailhot, P. E. Cartier, R. Bouthiller, J. B. Vanier, Eug. Venne, Arthur Bastien, Emile Bastien, Henri Bastien, Pierre Legault, Herman Baigne, Ismael Legault, Alph. Landreville, Wm. York, J. A. Labonté, Alex. Bremner, R. Martel, A. Martel, Thos. Pleau, Henri Fortin, Gédéon Boisvert, Odessa Paquette, J. Choquette, Montréal; L. E. Geoffrion de Chaput Fils & Cie; Jos. Ethier, de Laporte Martin & Cie; A. Turcotte & Frères, Québec; H. C. Ellis, F. W. Forde, A. J. Warnock, C. J. Provost, W. H. Sproule, D. Halliday, Wm. McAllister, A. E. Cowan, C. B. McLean, Geo. Atkinson, G. W. Shouldis, Henry Watters, L. N. Poulin, E. K. Fisher, Wm. A. Lloyd, P. K. Lamoureux, W. Farmer, R. H. Conley, Ottawa, etc. etc.

◆ ◆ ◆

## Le Pique-Nique de la Section des Epiciers,

### Succursale de Montréal.

Le Pique-Nique de la Section des Epiciers, Succursale de Montréal de l'Association des Marchands Détailliers du Canada, Inc., a eu lieu mercredi, le 18 juillet dernier, au Parc Otterburn.

Les excursionnistes étaient au nombre d'environ 400 et se sont rendus sur le terrain par un train spécial du Grand Tronc.

Ce qui a été remarqué surtout, c'est qu'un grand nombre parmi les Epiciers les plus importants de la ville étaient présents, ce qui démontre que l'utilité de l'Association est appréciée par ceux qui sont le plus intéressés dans le commerce.

Dans notre prochain numéro, nous donnerons un compte rendu complet du Pique-Nique.

## YOU NOW KNOW THE LAW

A \$25.00 fine was the penalty a Toronto grocer paid for selling adulterated Jam.

The chances are he didn't know the stuff was 'doctored', but the law doesn't make much allowance for that.

There is no need of any grocer being in doubt. All he has to do is to get the goods that are guaranteed to be pure—

### E. D. S. Brand.

The Grocer then throws the onus upon E. D. Smith because the latter puts the guarantee label on his goods and must stand by them—a thing he is quite willing to do.

Sell the **E. D. S. Brand** and get sure trade.

W. G. Patrick & Co., 29 Melinda St., are Toronto agents for my Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; W. A. Simonds, agent for St. John, N. B.; A. & W. Smith, agents for Halifax, N. S.



**E. D. SMITH'S FRUIT FARMS**  
**WINONA - Ontario**

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### WHOLESALE ARTISTIC Furniture Manufacturers



Our exquisite lines of fancy Tables, Tabourettes, Chairs, Rockers, and diners appeals to the trade as a desirable medium to draw customers and make sale.

We strive to excel in workmanship, finish and design.

We furnish any finish desired.

Golden Oak, Mahogany, Weathered Oak and Early English a specialty.

Mission Furniture, Arts and Crafts designs of large variety.

**THE ELMIRA FURNITURE CO., Limited**  
**ELMIRA, Ont.**



We manufacture the best and most attractive : . . :

## STONEWARE

marketed in the Dominion

### JUGS

(Imperial measure),  
¼ to 5 gal. size inclusive.

**STONEWARE  
JARS** of all descriptions and sizes.

Write for Catalogue.



**The TORONTO POTTERY CO. Limited**  
**TORONTO - - CANADA**

## FRY'S MILK CHOCOLATE

is a Food (a true Food) in every sense of the word. :- :- :-

It is **THE Milk CHOCOLATE**  
"par excellence"



**D. MASSON & CO., Agents**  
**MONTREAL - and - TORONTO**  
326 St. Paul 8 Colborne St.





## Retail Butchers' Section



### TORONTO BRANCH.

A special meeting of the Butchers' Section of the Toronto Branch of the Association was held in the board room on Tuesday evening, June the 12th, the object of the meeting being to discuss the situation created by the proposal to enforce strict rules of meat inspection in Canada, consequent upon the startling exposures that have recently been made in connection with the meat industry in the great packing centres of the United States. Dr. Hodgetts, Ontario provincial health officer, was present by invitation and rendered great assistance by his valuable suggestions. Mr. Fred Fuerst, chairman of the Section, presided. Mr. F. C. Higgins, president of the Toronto Branch, was also present. The discussion of the subject showed that the retail butchers of the city belonging to the Association are fully alive to all matters affecting the trade, and are ready at all times to take such steps as are necessary to protect their interests.

Dr. Hodgetts being called upon addressed the meeting at considerable length. He stated that with regard to the inspection of meat products, under the Provincial Act passed in 1896 the municipalities have a good deal of power independent of the Provincial Board of Health. The law is so framed that the City of Toronto can make by-laws not only for the inspection of meat, but also to provide for the slaughter of all animals in a central abattoir. Under the provisions of the British North America Act relating to trade and commerce the Dominion Act provides for the inspection of live cattle, but slaughtering and the inspection of dead meats comes within the jurisdiction of the Provinces. In the Province of Ontario clause 586 of the Consolidated Municipal Act gives municipalities the power to make regulations for the slaughtering of animals in municipal abattoirs. Public abattoirs in Europe and England have been brought to a high state of efficiency, but he did not know of any place in this country where there is a public abattoir in successful operation. The abattoir in Montreal has not been a success on account of the law not being properly enforced there. In Eu-

rope there is a system of insurance in operation by means of which all animals that upon being slaughtered are found to be diseased and are therefore condemned are not a total loss to the owners, but remuneration is provided, so that owners are thus treated with consideration. In the Province of Ontario no provision is made in the law for remuneration for meat confiscated or condemned for disease or otherwise being unfit for food.

The inspection of canned and other prepared meats is provided for by the Dominion authorities and comes under the jurisdiction of the adulterations. The doctor gave a great deal of other helpful information and closed by stating that he would be glad to bring before the Provincial Board of Health any resolution that the meeting might pass relating to the subject.

The chairman expressed the opinion that it might be a great injustice to many men who have money invested in plant if the city were to pass a by-law compelling all cattle to be slaughtered in a public abattoir.

Mr. Crealock said that the inspection of meat is a large question. Meat inspection in the city of Toronto is a necessity on account of the greed that is manifesting itself in some of the citizens of Toronto who will dispose of anything for the sake of the money that there is in it. Last winter he had seen poultry offered for sale that required very careful handling to keep it from falling to pieces with rotteness. It is not in the interests of the community for the meat industry to get into the hands of large corporations, who would very quickly bring about the same disgraceful conditions that are being shown to exist in Chicago. The inspection of meat in the city of Toronto is not up to date. The reason is that the city council will not provide sufficient funds for the purpose. With regard to young calves the law provides that the minimum weight shall be sixty pounds. This is an old regulation, and since it was made there has arisen a large trade in Jersey calves which are quite old enough for food but will not weigh as heavy as sixty pounds. The regulation might well be altered so far as this class of calves is concerned. There is

more or less violation of the law with regard to immature veal in Toronto, the chief sinners in this respect being certain large corporations. Last year Inspector Awde confiscated some three hundred calves in all. In one case thirty were seized at one time from one large concern. Small dealers in this city are as a rule careful to avoid breaking the law, and their names are liable to figure in the papers if they are found with such veal in their shops. But the names of some large firms that make more or less of a practice of bringing such stuff into the city never come out public. It is not in the interest of the meat business in this country that extensive meat canning establishments should be put up, for the class of cattle that are brought to the cattle markets and sold as "canners" is such as to greatly encourage frauds upon the consumers. There is no man in the trade who is opposed to the reasonable inspection of meat, but he would like to emphasize the fact that it is not in the small establishments where the greatest evils exist, for the small dealers observe the law very well.

Mr. John Wilmot said that a fair loin of veal should weigh about ten pounds, but stated that he had known of loins of veal sold in Toronto that did not weigh more than from one and three-quarter pounds up.

Mr. Whytock criticized the character of the cattle that are sold in the Toronto cattle markets as "Canners." He had seen this class of cattle sold for eight dollars a head. The hide was worth five dollars, thus leaving three dollars for the rest of the animal. He also said that at present there was no means of determining if the dead animals brought into the city in farmers' wagons were diseased or not before being killed, but he was confident that there was very little diseased meat brought by the farmers into the city.

Mr. Davison suggested that regulations be made that all meat be inspected before being sold and that meat brought in by farmers be taken to some central place for inspection before being sold to dealers.

Dr. Hodgetts then explained the method of appointed inspectors in England, where men undergo a regular course of instruction and

examination before being appointed. He thought it would be a good plan to introduce some such system into this country.

In the course of the discussion it transpired that some of the evil practices exposed in Chicago exist to some extent in this Province, and in certain parts of Ontario there are establishments that make a regular business of the canning of immature veal, which is sold under the name of potted chicken and other choice preparations.

The following resolution was moved by Mr. John Holman, seconded by Mr. John Willmot, and passed: "Resolved that this meeting, having discussed the question of the present system of meat inspection, is unanimously of the opinion that an improvement can be made, and that a committee be appointed, consisting of five members, to assist and give what information they can to the Provincial Board of Health."

The following committee was appointed,—Messrs. Crealock, Willmot, Davison, Flanigan and Whytock, with Chairman Fuerst as ex-officio member.

The meeting closed with a vote of thanks to Dr. Hodgetts.

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**INTERNATIONAL**  
HIGH CANDLE-POWER LIGHT

REDUCES  
GAS BILLS  
INCREASES  
LIGHT  
OUTSHINES  
ALL OTHERS  
GIVES A LIGHT  
OF MARVELLOUS  
BRILLIANCY  
AND  
HAS NO  
EQUAL



NEW PATENT  
GAS REGULATOR  
AND BURNER  
BURNS 90% AIR  
10% GAS  
ADJUSTMENT  
NOT AFFECTED BY  
JAR  
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POSITIVELY  
NO ESCAPE OF GAS  
FROM REGULATOR  
CANNOT  
FLASH BACK  
OR PUFF OUT

**FOR SALE**  
BY ALL DEALERS

Write for a sample dozen.  
**Improved International Lights**  
Season 1906-1907  
A PLEASING COMBINATION OF SCIENCE and BEAUTY  
**Polished Brass Burner, Q Globe**  
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**\$7.00 Doz.**  
Controlled Canada, United States and  
Great Britain.  
**The International Gas Appliance Co., Ltd.**  
535-537-539 Queen St. East  
**TORONTO, Canada.**

All the best Retail Merchants  
in Canada sell

**COWAN'S**  
**Perfection**  
**COCOA**

Milk Chocolate,  
Cake Icings,  
etc., etc.

There are absolutely pure  
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household.

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TORONTO

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FOR FAMILY USE

## IVORY GLOSS

IS THE CHOICE IN EVERY  
FIRST-CLASS HOUSEHOLD.

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**St. Lawrence Starch Co.**

MANUFACTURERS

# WHY?

WHY are your customers asking for  
Corona Hams and Bacon?

ANS.—You can recommend them without  
fear.

WHY they are delicious Cooked Hams?

WHY Corona-kettle rendered leaf lard is  
the cook's favorite?

WHY Corona Creamery Butter is the  
choicest to be had?

**We have no Retail Store.  
We sell to the trade only.**

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**The Montreal Packing Co.**

Limited

MONTREAL, P. Q.





## REPORTS FROM BRANCHES.



### GENERAL EXECUTIVE BOARD

#### Toronto Branch.

The regular monthly meeting of the General Executive Board of the Toronto Branch was held in the Board Room on Thursday evening, May 31st. F. C. Higgins in the chair.

#### Report of Municipal Committee.

Secretary E. M. Trowern reported on behalf of the Municipal Committee as follows:

(1) That the matter of the application of the Bell Telephone Company for a five year franchise from the City on the payment of twenty thousand dollars a year, and connected with this offer of the Stark T. L. & P. System to instal their system of telephones in the city, would probably come up again before the Board of Control very shortly. When the matter of the increased capitalization of the Bell Telephone Company is settled by the Dominion Parliament the Company will then probably at once press the City to finally settle the matter of their application for the five year exclusive city franchise.

It was left in the hands of the Municipal Committee and the Secretary to watch developments and take what action they might consider necessary at the proper time.

#### Tearing Up of Yonge Street.

Complaints had been received from Yonge Street merchants of the inconveniences caused by what appeared to be unnecessary delays in the repairs to the roadways and sidewalks on Yonge Street, the street being left in a torn up condition much longer than appeared necessary. The Secretary had written to the proper city authorities on the matter, and had received letters from the Mayor and City Engineer stating that the trouble was caused by the property owners on the east side of the street not attending to their areas as soon as they should. The Engineer also stated that he did not approve of this work being done at night time.

### Dust on the Street.

A letter from the City Engineer was read to the effect that he did not approve of watering asphalt pavements, it being his opinion that the life of the pavement was thus decreased at least twenty-five per cent. Copies of correspondence in connection with the offer of a Mr. Van Westrum to the city to show the effect of his new method of laying dust on macadam and other pavements during the coming summer were also read. The new material is called Westrumite, and Mr. Van Westrum offers for about twelve hundred dollars to treat a mile of macadam, or one-third of a mile of each of three different kinds of pavement. These copies of correspondence were supplied by Mr. R. E. H. Buckner, of the Engineers' Club, for the consideration of the Association. A discussion followed, and a resolution was passed instructing the Secretary to write to the City Engineer that the Association does not approve of the method of flushing the streets, it being the experience that in times past the flushing has not prevented the dust arising in the afternoons from the dirt carried during the day from the side streets to Yonge, Queen and other main streets. A resolution was also passed approving of the acceptance of the offer of Mr. Westrum, but at the same time it was thought that the expense of experimenting should be borne by the Company.

### Radial Railways.

The Secretary read the form of a petition that is being circulated amongst the wholesale and other merchants asking the Mayor to take up the question again of the entrance of the Radial Lines into the city. After a long discussion a resolution was passed approving of the entrance of the Radial Lines into the City provided that the present street railway franchise were not interfered with so as to prejudice the rights of the people of the city of Toronto.

### York and Ontario Telephone Union.

The Secretary stated that Mr. Alph. Hoover, of Green River, had called upon him to endeavor to get the Association to assist in securing a station in Toronto for the use of the independent Telephone Companies operating in York and Ontario Counties, largely amongst the farmers. It was claimed that it would be an advantage to the retail merchants of the city to be able to communicate with the farmers by phone, especially grocers, milk dealers, produce dealers, &c. A resolution was finally passed favorable to such a central station being established.

### The Criminal Code.

The report of the Legislative Committee stated that the proposed amendments to the Criminal Code had been fully considered, and that the whole case had been put in hand at Ottawa, and it was strongly hoped that the matter would be satisfactorily dealt with this session by the Dominion Parliament. A communication had been received from the office of the Prime Minister acknowledging the receipt of the memorandum on the matter previously referred to in these columns, and giving the assurance that the representations made therein would receive full consideration.

### Trading Stamps.

The Secretary stated that the Merchants' Premium Company, against whom a case was now pending in Hamilton, had gone out of existence, but still it was probable that the prosecution would proceed against the manager in Toronto if they are still conducting the same character of business.

### Peddlers' License Act.

The Secretary stated that action was about to be taken by the Association with a view to securing the passage of by-laws under the new Peddlers' License Act by all the municipal councils in Ontario, so as to do away with the evils of the peddling nuisance.



New Package Canada Flakes.

A ten-cent size—"ENGLISH" package. 36/10s—\$2.85 per case.

Freight paid on five cases.

A special package made for our export trade in great Britain, to sell at 6d. We have decided to place same size on the Canadian market at the popular 10c figure.



This 10-cent package is larger than any 15-cent size (excepting our own) of any similar food on the Canadian market.

Coupons in every package. Special premiums with the Standard 15-cent and the Jumbo 25-cent sizes Canada Flakes.

Canada Flakes now sold in four sizes—5c, 10c, 15c and 25c.



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## CHOCOLATES and BONBONS

Are made for those who desire

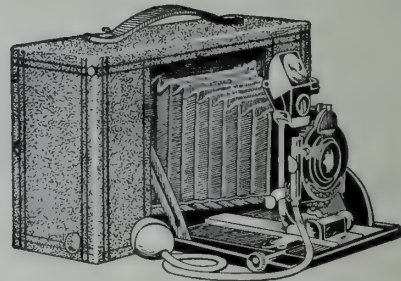
QUALITY

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We have a beautiful line of package goods and novelties for the Trade. Our new ½ lb. and 1 lb. boxes  
**ARE WINNERS**

Write for samples and prices

**THE STEWART COMPANY**  
TORONTO LIMITED



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WE TEACH

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Under our instruction there is no experimenting or wasting of materials and money. You learn to do every step of the work yourself. Success guaranteed. Our \$100.00 in gold prize contest will interest you. Write to-day for our booklet "Photography for Pleasure and Profit."

Correspondence Department  
**CENTRAL BUSINESS COLLEGE**  
TORONTO, CANADA.



**Ottawa Convention.**

Messrs. F. C. Higgins and John Willmot were appointed the official delegates from the Toronto Branch to the Annual Ontario Provincial Convention at Ottawa on July 3rd, 4th and 5th next.

**Miscellaneous.**

The Secretary reported that the Postmaster General's Department at Ottawa had acted upon the representations made by the Association and had refused permission to the Postmasters' Association of Western Canada to compile a list of names for sale to Departmental and Mail Order Houses.

He also stated that as a result of the passage of the Campbell Milk Can Bill through the House of Commons the Milk Dealers' Section of the Toronto Branch had decided to make new agreements with all the farmers they dealt with by buying their milk hereafter by weight and not by the measured can.

The Excursion Committee reported that the Annual Excursion would be to Niagara Falls on Wednesday the 11th of July.

Mr. Willmot extended an invitation to all the members to attend the excursion of the Old Boys of Yorkville to Guelph, the date of which had not yet been settled.

On motion of Mr. John Willmot, seconded by Mr. Grinnell, a resolution was passed heartily endorsing the invitation that is to be extended to the King to visit Canada and recommending that in case the invitation is accepted the Retail Merchants undertake to decorate the leading business streets.

◆ ◆ ◆

**BELLEVILLE BRANCH.**

**Able and Interesting Address by  
Mr. James Eadie, Eastern  
Organizer.**

A most interesting special meeting of the Belleville Branch was held in the Council chamber on Thursday evening, April 19th. There was a good attendance of members and the President of the Belleville Branch, Mr. A. L. Geen, who is also President of the Ontario Provincial Board, presided.

In introducing Mr. Eadie the Chairman called attention to the

marvellous growth of the Association the past year, and to the enthusiasm with which the retail merchants throughout the Dominion were supporting it. The Association was fast uniting the retail merchants into a great power for good.

Upon rising Mr. Eadie was received with applause. He said that the Association was a thoroughly live organization. During the past year the membership in the Province of Ontario had exactly doubled. They had now in this Province in the neighborhood of one hundred and thirty branches in all the cities and leading towns, with a membership of close on to nine thousand. He also called special attention to the organization of the Provinces of Quebec, Manitoba, Saskatchewan and Alberta within the past year. He then went on to show the magnitude of the retail trade of the country and the subordinate position heretofore occupied by the retailers as to influence. They were the largest taxpayers in the aggregate, and the goods on their shelves and in their stores in this broad Dominion had a total value of not less than one hundred and fifty millions of dollars. Many classes in the community had their organizations with their consequent influence in proportion to their numbers they must be fully organized. The retail merchants must be in the van of progress and thoroughly up-to-date.

The Retail Merchants' Association was making special efforts to call the attention of the wholesalers and manufacturers to certain practices which had grown up of recent years that were sapping the life of the legitimate trade of the country, and urging that these three classes take steps to stop such practices. One of the evils referred to was the undermining by price cutting of various branches of retail business. Departmental stores were doing this, the great object being to drive competitors out of business, then control the trade. Another was the selling to consumers by wholesalers at wholesale prices. Wholesalers and manufacturers are now beginning to realize that this sort of thing in the end means their own destruction, and many of them are working in harmony with the Association to stamp out these practices. He then explained the Contract Plan that was being largely adopted and which was fully within the provisions of the present laws of the

country. This method of selling goods would, if universally adopted, drive the pernicious price cutters out of existence or compel them to adopt honest methods of doing business. Legislation was also being sought to remedy many evils to retail trade. He referred to the successful work done by the Association last year in getting a Dominion law that had just about killed out the trading stamp nuisance, and gave a great deal of credit to Mr. Gus. Porter, member of Parliament for West Hastings, for the assistance he had rendered on that occasion.

He also referred to the large quantities of goods coming into every town from the city departmental stores, which gave no employment to people in the towns, neither did they pay any share of the municipal taxes of these towns. He maintained that on the whole people could buy just as cheaply and better at home in their own towns, if they only knew it, but that through many illegitimate means they were led to suppose that they were saving money by sending away to the departmental stores. The speaker also went fully into the proposed amendments to the Dominion Courts Act as to the easier collection of small accounts, fire insurance, and various other matters that the Association is agitating in the interests of retail merchants. In closing he referred to the recent successful Pure Food Show in Toronto and the good results that were likely to come from it.

On motion by Mr. Clark, druggist, a hearty vote of thanks was tendered to Mr. Eadie for his interesting and instructive address, and the meeting adjourned.

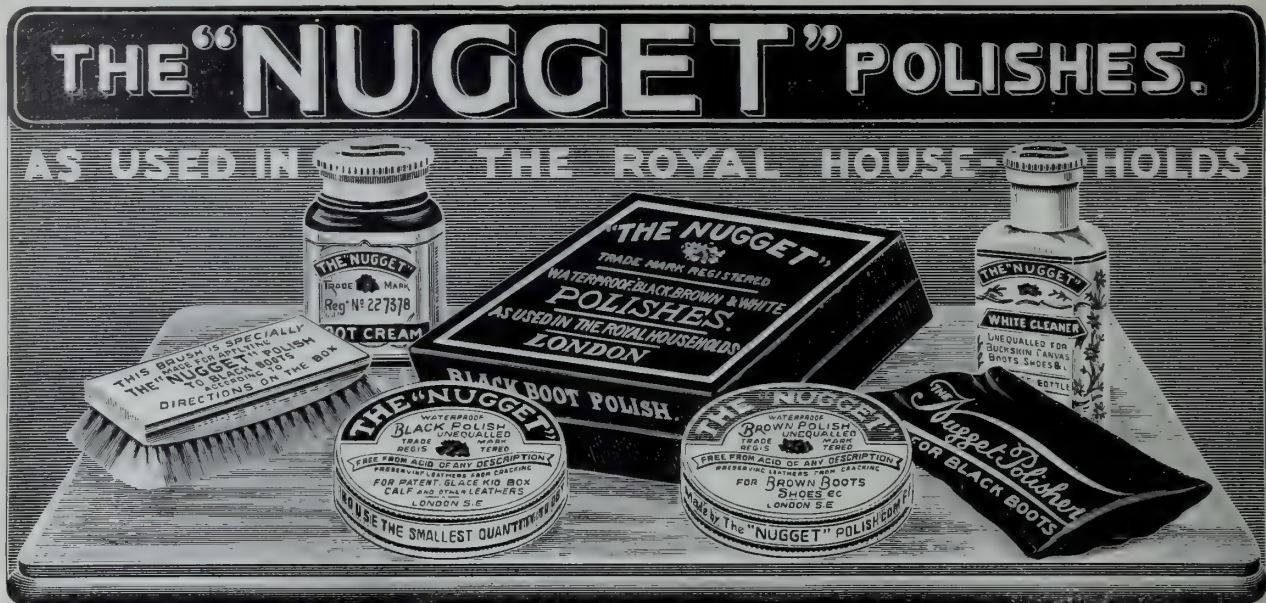
The above is taken from a report in the "Belleville Intelligencer".

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**Bowmanville Branch.**

A special meeting of the Bowmanville Branch was held on Monday night, the 21st of May, to meet General Secretary E. M. Trowern and Organizer Jas. Eadie, who were in that town for the purpose of addressing the members on matters affecting the Association. All the merchants of the town are members of the Association, and a goodly number turned out to the meeting. The Pre-





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sident of the Branch, Mr. J. J. Mason was in the chair. Mr. Trowern spoke at length especially on the legislation that has been secured by the efforts of the Association in the interests of retail merchants, and also the legislation that is now being agitated for or in contemplation. He referred to the proposed amendments to the Criminal Code whereby retail merchants will be relieved from the onus of prosecution for conspiracy when legitimately uniting to protect the retail trade from the pernicious results of price cutting and other evils. He also dwelt at length on the effects upon retail trade of co-operative societies and the mail order business. Mr. Eadie followed Mr. Trowern, and gave a good deal of attention to the fact that the departmental stores do a very large trade in all the towns and villages of the country without paying any of the municipal taxes in those places, thus taking away the trade from those places and giving back no equivalent whatever.

The addresses of these two gentlemen were listened to with very great attention and interest, and at the conclusion it was moved by Mayor Tait, seconded by Mr. McCann, and the motion carried unanimously, that a hearty vote of thanks be tendered to the gentlemen addressing the meeting for coming down to Bowmanville and giving the merchants there so much valuable information as to the working of the Association, and recommending that retail merchants everywhere support the organization in every way possible, since it is the most valuable agency in the country for advancing the interests of the retail traders of the Dominion of Canada.

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#### Berlin Branch.

#### Annual Banquet.

The fourth annual banquet of the Berlin Branch of the Association was held in the dining room of the American Hotel in that town, on Tuesday evening the 29th of May. The event was a most enjoyable one, and some fifty or more members and

other guests were present. A very excellent spread was made by Landlord Hollinger, and amongst those from outside places were Dominion Secretary E. M. Trowern and representatives from Guelph, Galt and other places.

Mr. L. D. Merrick, the newly elected President of the Berlin Branch, occupied the chair. The speeches all showed a splendid spirit of loyalty to the Association, and were interspersed by songs given by Mr. J. R. Hallman.

Upon rising to introduce the toast list the Chairman spoke in most eulogistic terms of the work that had been done in connection especially with the Branches in the Town of Berlin and other places in that section of the Province. He then proposed the toast to the King, which was responded to in the usual manner, and called upon ex-President Weseloh to give a resume of the past year's work.

Mr. Weseloh pointed with justifiable pride to the growth of the local Branch from a membership of twenty-three some years ago. Waterloo has lately been detached and made into a separate Branch with between fifty and sixty members, while Berlin has almost seventy members. He then detailed many particulars with regard to the work done by the Branch during the year, and closed with an expression of great confidence in the future of the Association.

The toast to "Our Guests" was then proposed and responded to by Messrs. C. W. Kelly, President of the Guelph Branch, F. Hamilton and T. C. Rutherford, of Galt, J. Darnley, of Preston, and E. M. Trowern, of Toronto. Mr. Trowern's address covered a large part of the work of the Association during the year, one of the most notable points made in the whole address being the characterization of the clauses of the Criminal Code dealing with conspiracies in restraint of trade as being one of the most vicious things ever placed on the statute books of the Dominion of Canada. He declared that the merchants of this country are not going to stand the injustice under which

they suffer on account of these clauses, and it is the purpose of the Association to agitate for an amendment of these clauses until merchants are placed in such a position that they can protect their legitimate rights without being declared criminals in the eyes of the law for doing so. He also emphasized the advantageous position in which retail merchants are now on account of the recent amendments to the Peddlers' License Act, which had been secured solely through the efforts of the Association.

The Chairman then proposed a toast to Mr. S. A. Brubacher, the efficient Secretary of the Berlin Branch, who responded at considerable length and made a special point by criticizing the recent action of the Berlin Town Council for rushing through a five year franchise to the Bell Telephone Company without giving sufficient time for the proposed contract to be thoroughly understood by the ratepayers of the Town.

The proceedings were brought to a close shortly after midnight by the singing of Auld Lang Syne.

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#### Kingston Branch.

#### Addressed by the Eastern Organizer.

The Kingston Branch of the Retail Merchants' Association of Canada held their annual meeting and elected their officers on Wednesday evening, the 2nd of May, in the Y. M. C. A. Rooms. There was a good representation of the leading merchants of the City, the Eastern Organizer of the Association, Mr. James Eadie, also being present. The President, Mr. Edward T. Steacy, occupied the chair.

On opening the meeting, the chairman said that there would have been a much larger attendance had the meeting not been called on so short a notice. Owing to the Eastern Organizer being in the neighborhood, it was thought best that the Annual Meeting should be held at a time when he could be present. The merchants

of Kingston had perhaps not given as much attention to the work of the Association in the past as might well have been expected of them, but it was hoped that this would be remedied in the future. The Dominion and Provincial Officers of the Association had been active during the year in endeavoring to secure much needed legislation in the interests of the retail trade of the country, and it well deserved the hearty support of every retail merchant throughout the Dominion of Canada.

The reports of the Secretary and Treasurer for the year were then presented and adopted, after which Mr. Eadie was called upon to address the meeting.

Mr. Eadie's address was followed by a most interesting and profitable discussion, in which the following amongst other gentlemen took part: — Messrs. J. McKelvey, R. Waldron, Roney, Bibby, Mitchell, Kirkpatrick, Corkey and Johnston.

The election of officers for the ensuing year then took place, with the following result: —

President — E. T. Steacy.  
1st Vice-President — A. Roney.  
2nd Vice-President — W. Abernethy.  
Treasurer — H. D. Bibby.  
Secretary — W. A. Mitchell.  
The meeting then adjourned.

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#### Arthur Branch.

A Branch of the Association was formed by Organizer S. A. Brubacher in the town of Arthur, on the 22nd of March. The following were the officers elected for the year: —

President — J. M. Small.  
1st Vice-President — J. Lucas.  
2nd Vice-President — S. A. McDonald.  
Treasurer — F. S. Mitchell.  
Secretary — G. A. Shaver.

◆ ◆ ◆

#### Teeswater Branch.

Organizer S. A. Brubacher visited Teeswater on March

27th, when a public meeting of the merchants of the place was held to consider the question of organizing a Branch of the Association in that town. Mr. R. J. Hiscox was made provisional chairman. Since then the election of the officers for the year has taken place, Mr. Hiscox being President. The other officers are as follows: —

1st Vice-President — D. Ferguson.  
2nd Vice-President — R. E. Campbell.  
Treasurer — McBeath.  
Secretary — W. H. Thompson.

◆ ◆ ◆

#### Millbrook Branch.

The officers of the Millbrook Branch for the ensuing year recently elected are as follows:

President — R. W. Clarke.  
1st Vice-President — W. H. Coombe.  
2nd Vice-President — Chas. Thorndyke.  
Treasurer — Geo. E. Burnham.  
Secretary — Walter W. Gillott.

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Vol. 4

August, 1906

No. 8

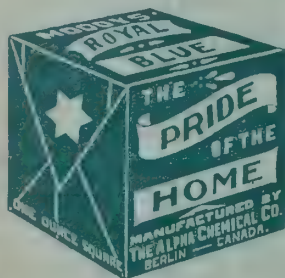
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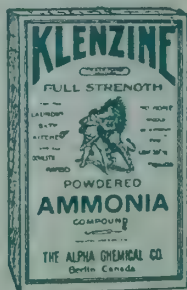
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# THE Retail Merchants' Journal

OF CANADA

The Official Organ of

The Retail Merchants' Association of Canada.

MONTREAL,

AUGUST, 1906

## THE McLEAN TRADE JOURNALS

At the last Ontario Provincial Convention of our Association held at Ottawa, a resolution was unanimously passed condemning the action of the "Canadian Grocer" and "Hardware and Metal" two trade papers owned and controlled by the McLean Publishing Company, in their efforts to endeavour to advise the Retail Grocers and the Retail Hardware dealers to form old fashioned single live associations, and thus sever the various retail trade interests and interfere with the useful work that is being done by the "Grocers" and "Hardware and Stove Dealers" sections of our Association. In recent issues of these two Journals they publish editorials and endeavour to cover over the main issue by calling general attention to our Dominion Secretary Mr. E. M. Trowern. The issue is not one between our Secretary and the McLean Publishing Company, the issue is between all those active members of our Association throughout Canada, who have been endeavoring by great effort to improve the conditions of the Retail trade, by building up "The Retail Merchants Association of Canada" and a trade paper that is endeavoring to tear down the work, that has been so well built. We have no objection to any trade journal pointing out the weak places in our organization and suggesting changes and improvements, but we have strong objections to a trade paper that can claim no more interest in the retail trade than it can in the wholesalers or manufacturers, undertaking to be a dictator as to what the retail trade should do. Nearly all the active retail Grocers who are now working hard to build up the "Grocers Section" of

our Association have been members of old fashioned single line retail Grocers Associations, and they have found that they could do nothing. They could neither improve their own trade conditions nor secure legislation, but since they have become part of "The Retail Merchants Association of Canada" and formed a live "Grocers Section" they have been able to do good continuous work at a much smaller cost, and in a more effective way. We have our Grocers Provincial Committees, and have live Provincial Officers and shortly we hope to have our Dominion Grocers Committee with live Dominion Officers. While all this work is going on, and with active organizers in the field, we find that the "Hardware and Metal" and the "Canadian Grocer" ignores all our efforts and undertakes to advise the Retail Grocers and Hardware and Stove Dealers of Canada to go back to the old fashioned single line associations, and spend their time and money in doing nothing. We suppose they have a perfect right to make what statements they like in their trade papers but when they undertake to be the self appointed advisors of the retail trade, and their advice is contrary to the practical experience of those engaged in the retail trade we claim that we have the right to pass resolutions condemning their action and to advise the retail trade that they are not friends of our organization. The same effort they are putting forth to tear down the work we are doing is applicable also to "The Canadian Manufacturers Association" and the inference must be drawn that if they consider our plan of organization is not correct the Manufacturers Association must also be wrong. Why are they not making an effort to form separate Associations of Manufacturers, and

separate Associations of Wholesalers? We are at a loss to see why any trade paper should consider that the retailer alone requires their especial care.

We have been complimented on the manner in which we have formed our organization, uniting all retail trades under one powerful Association and having separate trade sections which hold their separate meetings and consider their own trade matters with their own officers. We have been asked for copies of our Constitution from all parts of the world and at a recent meeting of Retail Grocers which was held in the United States one delegate said that the Retail Grocers of the United States would never accomplish anything until they followed the plan of organization adopted by their fellow Retail Grocers in Canada and form a Retail Merchants Association for the United States.

And in the face of these facts we feel we are quite justified in passing a strong resolution condemning any trade paper that endeavors to belittle our efforts and advises us on a subject that they could never have given any consideration.

Our advice to the "Canadian Grocer and the "Hardware and Metal" is take higher ground, there is lots of good material for trade journals without their interfering with the manner and methods of how Manufacturers, Wholesalers or Retail Associations are formed. Those who form them and those who are elected to govern them are more likely to know what they best require.

M. MOYER,

Provincial Treasurer  
And Chairman of the  
"Grocers Section"  
for the Province of Ontario.

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Secretary and Editor, E. M. TROWERN  
21 Richmond St. West, - - - Toronto.

Treasurer, J. A. BEAUDRY,  
270 St. Catherine St. East, - - - Montreal.

**AUGUST, 1906.**

**The Mutual Life Assurance  
Company of Canada**

The Mutual Life Assurance Company of Canada, having its head office at Waterloo, Ontario, is one of the strong purely Canadian Life Insurance Companies. It was founded thirty-five years ago, and year by year from the very first its business has increased, until now it has insurance in force amounting to some forty-five millions of dollars, and an annual income of almost two millions, of which over four hundred thousand is composed of interest on investments.

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**Good Work by Organizer Jas.  
Eadie.**

Eastern Organizer James Eadie has very recently visited and held meetings in the Towns of Oshawa, Barrie, Collingwood, Meaford and other places, and has explained to the merchants the work done by the Association during the past few months in the way of securing legislation for the good of the retail trade. He met with most excellent receptions everywhere, and he reports that the unity of feeling amongst the merchants of those places is all that can be desired, and that the Provincial and Dominion Boards of the Association have the hearty support and full sympathy of retail merchants wherever he has been. After the Provincial Convention Mr. Eadie spent some time in Ottawa, where the local branch is a very active and enterprising one, and he added quite an addition to its membership through the Convention.

◆ ◆ ◆

**Reception to American Coal  
Dealers.**

The Retail Coal Dealers' Association of the States of New York and Pennsylvania, held their Annual Outing this year from the 19th to the 23rd of June, going to Alexandria Bay by way of the Falls, Toronto, and then by water down the Lake, returning the same way. They left Buffalo Tuesday, the 19th, at one o'clock in the afternoon arriving in Toronto on one of the Niagara boats at 8.15 p.m., where they were met by a committee of the Coal Dealers' Section of our Association and representatives of the Toronto Ferry Company. At ten o'clock on Wednesday morning they had a reception by the City Officials at the City Hall and a ride about the city by trolley cars. They left at 3 p.m. for Alexandria Bay by the Richelieu and Ontario Navigation Company's steamer. On Thursday afternoon the Annual Meeting of the two State Associations was held at Alexandria Bay, followed by a grand ball the same evening at Thousand Island House and a search light excursion amongst the islands for those who desired it. On Friday morning they went on an excursion amongst the Thousand Islands by daylight, leaving again for Toronto the same afternoon, where they arrived early Saturday morning in time to take the first boat for Niagara, arriving at Buffalo about noon, whence they departed to their various homes. There were some four or five hundred in the party, and they all seemed to enjoy the stay in Toronto very much. Amongst the committee having in hand the entertainment of these visitors while in Toronto, were the following: Messrs. D. B. Jacques, J. Somers, Kendall, Grinnell, Woodrow, Corson, John Rogers, J. H. Milnes, Herbert Milnes, Hutchinson, Gibson, McCormick, Kenneth Marshall, Hague, Thos. Barber, Macdonald, Geo. McGill, E. M. Trowern and others.

# IMPORTANT NOTICE

We made and sold more Quaker Oats during the six months ending June 30th than in any other six months in the history of our business.

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**"BOBS"**

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## The Inconsistency of the Criminal Code relating to Trade and Commerce.



The educational work that is rapidly spreading through the efforts of our Association regarding the inconsistency of section 520 of the Criminal Code is beginning to bring forth good fruit. Thousands upon thousands of circulars have been sent to the merchants and manufacturers of Canada, and they one and all, express themselves with great surprise that such a piece of legislation was ever placed upon the statute books, and they are all of one opinion that the act must be amended. Some wonder why it was not opposed when it was first introduced into the Dominion House, but when they understand that there was no organization of retail business men such as we have now, they can readily see that the opposition of a few members of the House would have no effect when it was introduced. Our Association has changed all these conditions and at the present time there is no legislation that is introduced affecting the retail trade that does not receive careful consideration and watchful care. The immense delegation that waited upon the Premier and members of the Dominion Cabinet impressed them that some change must be made, and we have the assurance that every consideration will be given to our proposed amendments at the next session of the Dominion Parliament, which meets in November of this year. What is needed now is an educational campaign among all of our branches throughout Canada. They must meet and invite their legislative representative for the Dominion House to be present, and explain to him our requirements, and have him pledged to our support. The Dominion officers are willing to aid the branches in every possible way, and we hope that before the opening of the Dominion House every branch will be ready, and every legislator made acquainted with our requirements.

We are determined that the law shall not remain as it is, it must be changed, and the great body of Retail Merchants which reach from coast to coast can do so by all working in harmony and co-operation.

To illustrate one of the inconsistencies of the present code, all our readers will remember that Chief Justice Clute in rendering his judg-

ment in the Wampole vs. Karn case stated, that because the Wholesale and Retail Merchants had met and consulted with the Wampole Company, as to the form of agreement—not as to the price, as the wholesale and the retail price had been fixed by the manufacturer for quite a length of time before the contract forms were even thought of—but because the wholesaler, retailer and manufacturer had consulted together, had agreed and arranged with one another, they had been found guilty of a conspiracy which is contrary to the present Criminal Code, and consequently they were all criminals, and the agreement was null and void. Since this noted case, we find that the publishers of the Canadian Anglican Book of Common Praise, have had a consultation with the Executive Committee of the Anglican Synod, who have the management of the church publications in charge, and they have agreed with one another as to the cost of the publication, the royalties to be paid to the church committee, and the wholesale and the retail prices.

The retail price has been fixed absolutely to those who buy them, and the arrangement is said to be better than that made for the Presbyterian Book of Hymns.

The profits from the arrangement, it is said, will bring a handsome revenue for the Missionary Society of the church.

Is this agreement legal, and if so why?

Here we have the same proposal, the same agreeing and arranging, only the wholesale and retail druggists made no prices, nor arranged for any royalties, they simply met and decided to accept the manufacturers' contract. The church committee and the publishers met and we are told they agreed on the price that the purchasers had to pay, they fixed the wholesale and the retail price absolutely, they created a monopoly, they prevented open competition in the Anglican Book of Common Praise. Should the Wholesale and Retail Druggists and all other classes of retail merchants be labeled criminals by the Court, and this worthy church committee be allowed to escape, when they go even further than the Druggists went? Are we to understand

that there are two sets of laws in this country, one for the Church Committee and one for a committee of Merchants engaged in common every day commerce?

If it is right for the Church Committee to have such an agreement, why is it wrong for Retail Merchants to have such an agreement? If it is right that the retail price of Church Hymn and Prayer Books should be absolutely fixed, and if the Church Committee recognize that price cutting is an evil, then how much more should the principle be recognized in the common articles of daily use, which are handled by thousands of church members, who are striving to live honest lives, and save sufficient to donate their portion to the erecting of the churches in which the people lift up their common supplications in price protected books of common praise. We mention this not to cast any reflection on the worthy Church Committee, not yet indited, but to illustrate the marvellous working of that abominable piece of legislation known as section 520 of the Criminal Code, and to show to our readers that our Association considers that it is more than justified in bending every effort to have it either removed from the statute books or amended as we propose. Let us again remind you that Railway Companies, Telegraph Companies, Life Insurance Companies and Labor Unions are all allowed, to meet and fix their rates, but Wholesale and Retail Merchants are regarded as criminals if they do what these other bodies are allowed by law to do. Do you not think that we are justified in the action we have taken? Are you assisting us in your branch work?

Every effort will be put forth from now on, until we succeed in our demands, as all other work in connection with the Association must stand until the present criminal law is amended.

Don't forget November will soon be here and it will come before the Dominion House then. Are you doing your share to relieve the merchants of this Canada of ours from bondage, if not we want your assistance.

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**The seventh Annual Provincial Convention of the Retail Merchants' Association of  
Canada for the Province of Ontario, held in the Council Chamber of the  
City hall, Ottawa, on July 3rd, 4th and 5th, 1906.**

### Report of proceedings.

The Seventh Annual Provincial Convention of the Retail Merchants Association of Canada for the Province of Ontario was held in the Council Chamber of the City Hall, Ottawa, on Tuesday, Wednesday and Thursday, July 3rd, 4th and 5th. It was a most successful gathering, socially as well as in the amount and quality of the business transacted. The members of the Ottawa branch spared no efforts or expense to make the visit of the delegates to the Capital City of the Dominion, as enjoyable as possible, and in this they succeeded beyond all expectations. The city officials also did their utmost to entertain the visitors, and amongst these the Chief of the Fire Brigade is worthy of special mention. The delegates could not but be well pleased with the beauty and cleanliness of the city, and they were given full opportunity to see almost every part of it, as well as many points of interest up and down the Ottawa River. The views from Parliament Hill back of the Central Block of the Parliament Buildings, and from Major's Hill Park, are especially fine, and in Lake Deschene the people of Ottawa have an asset in the way of affording opportunities for pleasure that perhaps few of the other large cities of the Province possess. One of the most important features of the whole convention was the great delegation of Retail Merchants who waited upon Premier Laurier and other members of the Dominion Government, asking for changes in the criminal law in the interests of the Retail Trade of the Dominion, so as to allow merchants to take united action to suppress dishonest and demoralizing agencies in business.

### List of delegates.

Amongst the delegates present who signed the roll were the following:

A. L. Geen, Belleville.  
H. C. Ellis, Ottawa.  
F. C. Higgins, Toronto.  
Dominion Secretary, E. M. Trowern, Toronto.  
F. W. Forde, Ottawa.  
M. Moyer, Toronto.  
B. W. Ziemann, Preston.  
Henry Watters, Ottawa.  
C. J. Provost, Ottawa.  
R. H. Crowder, Wingham.  
A. J. Kerr, Elora.  
James McManus, St. Thomas.  
Organizer James Eadie, Toronto.  
F. Darnley, Preston.  
Dominion Treasurer J. A. Beaudry, Montreal.  
G. E. Snider, Deseronto.  
J. R. O'Neill, Lindsay.  
Organizer S. A. Brubacher, Berlin.  
J. S. Morton, Stirling.  
John Horsley, Meaford.  
L. Meiklejohn, Stirling.  
Organizer John Impey, Toronto.  
H. H. Mockler, Durham.  
A. J. Warnock, Ottawa.  
W. H. Doel, Toronto, representative of The Retail Merchants' Journal.

G. W. Shouldis, Ottawa.  
F. G. Lockett, Kingston.  
C. W. Kelly, Guelph.  
A. A. Armstrong, Fergus.  
Ed. Rinker, Kincardine.  
L. N. Poulin, Ottawa.  
R. A. McCormick, Ottawa.  
W. J. McKerrocher, Perth.  
R. S. Drysdale, Arnprior.  
E. R. Fisher, Ottawa.  
F. L. Hall, Perth.  
Wm. A. Lloyd, Ottawa.  
J. H. Flury, Lindsay.  
D. Halliday, Ottawa.  
P. Lamoureux, Ottawa.  
A. M. Patterson, Brockville.  
Wm. McAllister, Ottawa.  
A. E. Cowan, Ottawa.  
Thos. Nappy, Brockville.  
W. Farmer, Ottawa.  
J. W. Shaw, Tweed.  
C. B. McLean, Ottawa.  
W. E. Mayhew, Carleton Place.  
R. H. Conley, Ottawa.  
W. Jenkins, Carleton Place.  
Wm. York, Ottawa.  
W. H. Sproule, Ottawa.

Besides a great number of others who did not register.

Also some hundred or more members of the Association from the Province of Quebec, who came by special train on Thursday morning to go with the delegation to the Parliament buildings with reference to the amendments to the Criminal Code. Many of these attended the final meeting of the Convention, and the following amongst others registered:

J. B. Berthiaume, P. C. Beaumier, J. D. Ostigny, August Lavoie, L. R. Souliere, J. A. Labonte, Alex. Bremner, R. Martel, A. Martel, Thos. Pleau, Henri Fortin, Gideon Boisvert, Odessa Paquette, Joseph Choquette, J. B. Vantier, Eugene Verne, Arthur Bastien, Emile Bastien, Henry Bastien, Pierre Legault, H. Baigne, Ismael Legault, Alf. Landreville, L. E. Geoffrion, Jos. Ethier, A. Lebeau, Frank L. Woolley, J. G. A. Feion, J. G. Laviolette, Chas. E. Scarff, W. S. Stone, H. W. Reynolds, John J. Weinfeld, M. Albert, John E. Tremble, A. Bernard, C. J. Spenard, J. J. Martin, J. A. Mailtot, P. E. Cartier, and R. Berthillier, all of Montreal, and L. S. Paquin, of Sorel.

There were also present throughout the convention representatives of all the Ottawa daily papers, Mr. W. H. Seyler, of Montreal, Eastern representative of the Canadian Grocer, and Mr. H. P. Nightingale, of Montreal, representing Le Prix Courant.

### Assembling of delegates.

At ten o'clock on Tuesday morning the delegates began to assemble and sign the register. A meeting of the executive officers of the Provincial Board was held at the city hall to arrange the programme of the business for the Convention.

### Tuesday afternoon session.

A good number of delegates were present at the opening of the Tuesday afternoon session at 2.30 o'clock, and many more arrived during the course of

the afternoon. President A. L. Geen occupied the chair, and delivered his opening address. He called attention to the fact that during the past year the number of branches of the Association in the Province of Ontario had increased from sixty-five to over one hundred and thirty. The Association was still in its infancy, but the paid membership in the province so far this year was about five thousand. He referred to the extension of the work of the Association and its affiliation with the Northwest Provinces and he commended the zeal and progress of the Quebec Board and expressed a hope of great things in the future for the Association throughout Canada.

He said there is an impression abroad in some quarters that The Retail Merchants' Association of Canada is an organization having for its object the raising of prices. That is quite an erroneous idea. One of the objects of the Association is to abolish the practice of indiscriminate price cutting which is demoralizing trade in many sections of the country. One of the leading objects of the organization is to secure for the consuming public pure and honest goods at reasonable prices. The business that would be brought before the Convention would be of great importance to the Retail Trade. One of the matters would be the amendment of the Criminal Law, and the deputation that would wait upon the Dominion Government on the following Thursday morning would no doubt have a good deal of influence in bringing this about. Even the judges of this country appeared to have a wrong opinion with regard to the Association. In the recently decided case of Wampole vs. Karn, the judge was no doubt perfectly honest in his judgment, still it was hardly fair to the retail merchants of this country, as there were parts of the evidence that placed the Association in a wrong position. It was a great pleasure for the delegates to meet in the city of Ottawa, the capital of this great Dominion, and the programme of entertainment prepared by the members of the Ottawa branch gave evidence of the exceedingly hearty and liberal manner in which the delegates were to be treated during their stay. The great material progress now being made in all parts of Canada called for even more united action on the part of the Retail Merchants in their connections with all other classes in the community. He felt sure that great good would result from their deliberations throughout the Convention.

### Addresses of welcome.

Mr. James A. Ellis, Mayor of Ottawa, was received with loud and continued applause upon rising to welcome the delegates on behalf of the corporation and citizens of Ottawa. He expressed the conviction that the City of Ottawa was a very pleasant place for the holding of conventions, and the City Council had taken particular pains to encourage organizations of every

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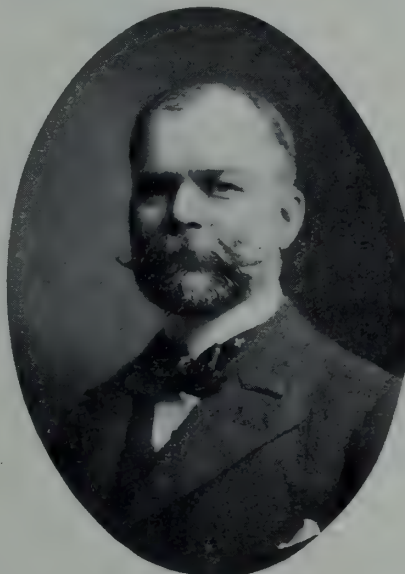
kind to hold their conventions there. Many other organizations approached the Council to make a grant for the entertainment of delegates and he was surprised to find that The Retail Merchants' Association had not done so. He hoped that this meant that the Association was so prosperous that it did not need any help of that kind. The very full programme arranged for the entertainment of the delegates was calculated to make it apparent that Ottawa was one of the most delightful cities in the Dominion in which to spend a few days. He referred to the great deputation of retail merchants that waited upon the Dominion Government last year to urge the enactment of a law to provide for the abolition of Trading Stamps, the success of which showed that a very great deal more can be accomplished by united effort than as individuals. It was customary to offer delegates to conventions the freedom of the city, but in this case he did not think that it was at all necessary, for he was sure that the members of The Retail Merchants' Association were quite able to look after themselves. (Laughter and applause.) He closed by expressing the hope that the convention then opening would result in great good to the retail trade of the whole country.

President Geen in replying stated that the Mayor must not be surprised that the Retail Merchants' Association had not asked for a grant from the City Council to entertain the delegates, for it was not the custom of the Association to accept municipal favors of that kind.

Mr. Denis Murphy, President of the Ottawa Board of Trade, in welcoming the delegates on behalf of that body, said that he almost regretted that he was not in the retail trade himself, seeing that the Ottawa Branch of the Retail Merchants' Association was so much alive, while it was very hard to get anything like a full meeting of the Board of Trade of the City. He complimented the Convention upon the efficient committee of Ottawa merchants who had in charge the arrangements for the entertainment, and assured the delegates that they were in most excellent hands, and if they did not enjoy themselves while in the city they must be very hard indeed to please.

Mr. Henry Watters, President of the Ottawa branch of the Association, said that the Ottawa brethren extended the hand of welcome in a most cordial manner to the delegates to the Convention. The printed programme would speak for itself. He was glad that the Mayor had mentioned that no appropriation had been asked from the City Council for the entertainment of the visitors. The Ottawa branch was opposed to such municipal expenditure and thought that the Retail Merchants' Association should have very great influence in moulding public opinion in matters not only of municipal but governmental expenditure as well. There should be a local branch of the Association in every place in Canada where there were even two merchants, and every retail merchant throughout the whole country should be a member of it. The retail merchants pay the great bulk of the taxes and it is to their interest to see that the expenses of doing public business should be reduced to the very lowest possible

amount consistent with progress. Referring to the proposed amendments to the Criminal Law, he said that all they wanted was the power to have fair methods enforced in business. They did not want to encourage the trade pirates who are creating dishonest methods of doing business, and if they cannot be influenced in any other way they should be suppressed by legislation. It is a shame that merchants cannot unite to do their legitimate business in an open, honorable manner, and it was the purpose of the deputation that would wait upon the Premier on Thursday to endeavor to secure this. Retail merchants know best what conditions are suited to their requirements, and it was to be hoped that the Government would be able to see their way to amending the law in the way proposed. He closed by giving an invitation to the delegates to assist in the entertainment provided by bringing their ladies along on the trips,



Mr HENRY WATTERS.

and if they had not brought any with them, then they should provide themselves with some of the ladies of Ottawa, whom he assured them they would find exceedingly good companions.

Mr. B. H. Blakeslee, Canadian representative for Egg-o-See, asked for the privilege of making a few remarks, as a manufacturer. He said that he had attended a large number of conventions and other meetings of the retail trade recently, both in Canada and in the United States, and he was more than ever convinced that their should be the greatest harmony between the manufacturing, wholesale and retail branches of all trades. His Company did not believe in selling departmental stores or mail order houses at a lower rate than to other retail merchants, and they have built up their business on the principle that every man should have a square deal.

#### Receiving resolutions.

The Convention then got down to business and the President asked that all delegates who had resolutions to present, or matters requiring resolutions from their respective branches, to present them now in order that the committee to be appointed might get

to work at an early stage in the proceedings. About a dozen resolutions were then handed in, and the following committees were appointed to consider and report on them.

On Dominion Legislation—Mr. F. W. Forde, chairman, and Messrs. Jas. McManus, G. W. Shouldis and H. C. Ellis.

On Subjects of General Trade Interests—Mr. F. Darnley, Chairman, and Messrs. A. J. Warnock, A. J. Kerr, C. J. Provost and R. H. Crowder.

On Provincial Legislation—Mr. M. Moyer, Chairman, and Messrs. H. H. Mockler, Henry Watters and B. W. Ziemann.

#### Reports from delegates.

The remainder of the afternoon session was taken up with reports from delegates on the work of the Association in their respective localities.

Messrs. F. W. Forde, G. W. Shouldis and A. J. Warnock spoke of the good work being done by the Ottawa Branch. Several of their trade sections were in splendid shape, and they hoped to organize other sections in the near future.

Mr. H. H. Mockler, of the Durham Branch reported that that Branch had very good meetings and a good average attendance of members.

Mr. A. J. Kerr, Second Vice-President of the Elora Branch, reported that they have had a good attendance of members at their meetings and a lively interest in the work of the Association.

Mr. R. H. Crowder, President of the Wingham Branch, said that united effort means an improvement in general business conditions. He thought it would be an advantage to all the members if the Branches sent items of news to the Retail Merchants' Journal and use its columns and in this way one Branch would know what the other one was doing.

Mr. B. W. Ziemann cited the case of a firm of wholesale dealers who came to him and spoke of renting a store in the town of Preston, to sell to the people of the place at wholesale prices, the object being to bring the retail merchants to time because they would not buy from the firm. There was no doubt some good reason for the retailers doing as they had, and he did not think it a fair thing that the wholesalers should do business in that way.

Mr. W. C. Moyer, of Toronto, said that this case offered a good argument in favor of the proposed amendment to the Criminal Law, in order that wholesale and retail merchants could make agreements between themselves that would prevent them trespassing on each other's ground.

Mr. James McManus, of St. Thomas, spoke of the renewal of the Bell Telephone franchise in that town. The merchants get a very poor telephone service, and not only have to pay six months in advance but also sign a three year contract whether the service be satisfactory to them or not. This he thought was a matter that the Government should take up and deal with.

Mr. S. A. Brubacher, Secretary of the Berlin Branch and Organizer for Western Ontario, said that the Branch of the Association in his town was looked upon by the people there as one of the leading institutions of the place, it being one of the most active public bodies in the community.

**A  
CEREAL  
FOOD  
That Sells  
on its  
OWN  
MERITS**

# EGG-O-SEE

**JUST  
A WORD  
with  
YOU  
Mr. Merchant**

**A**RE you willing to contenance the sale of SO-CALLED CEREAL FOODS which required to be piloted into the homes of the people through coupons premiums, and other unfair methods of attracting attention ?

**A**RE you ready to oppose all such tricky methods of securing trade by encouraging the sale of a cereal food that sells SOLELY ON ITS MERITS, and does not require cheap poisonous toys, coupons, or devious devices to create sales ?

**Such a Food then is "EGG-O-SEE"**

Sold positively on its own merits and has the largest sale of any Cereal Food in the world.

## EGG-O-SEE

The honest Cereal Food is now being offered to the Retail Merchants of Canada. The manufacturers are doing business on legitimate business principles, and even respecting legitimate methods of trade. Members of the Retail Merchants Association have placed themselves on record as opposed to all premiums, coupons, etc. We ask your earnest co-operation in protecting the public against all such methods of selling goods.

**EGG-O-SEE**

We want every Grocer and General Store Keeper in Canada to sell "EGG-O-SEE" on its merits AND NOTHING ELSE. We shall do our part, will you do yours ?

**EGG-O-SEE**

**The "EGG-O-SEE" CEREAL Company**

**43 SCOTT ST.**

**TORONTO, Canada**



A number of other delegates also spoke on the various matters which especially affected their respective branches. The Committee on Resolutions then met to prepare their report for the following day and the meeting adjourned until Wednesday afternoon at two o'clock.

### The trip to Britannia.

At half-past seven o'clock on Tuesday evening the delegates assembled at the Post Office to take one of the special trips provided for their entertainment. They boarded one of the magnificent open electric cars having a capacity for almost a hundred passengers. They proceeded through Hintonburg out into Carleton County, a distance of some eight miles through a picturesque country to Britannia-on-the-Bay, Ottawa's favorite summer evening pleasure resort. The wives and daughters of a number of the Ottawa members were amongst the party, and a most enjoyable evening was spent. Britannia is well laid out for the purpose of a pleasure resort, and with its fine beach, its Auditorium for entertainments, holding some ten thousand people, and its pier extending out into the Lake a long distance, and having at its outer end a well equipped boat house and the splendidly appointed club house of the Britannia Canoe Club, it is one of the most delightful places to spend a fine summer evening. Lake Deschenes is a splendid sheet of water, being some twenty-five miles long by about three miles wide. While waiting for the steamer to take them across the lake the delegates were shown over the club house and given an exhibition in their war canoe of the club's crew of fifteen paddlers. It was long after dark when the Steamer Beatrice hove in sight, and the whole party embarked on what proved to be a most pleasant sail across the Lake. They were followed by the search light recently erected on the tower of the club house. This search light promises to be a most useful agency in saving life on the lake at night by locating capsized and disabled boats. The lake is liable to sudden and dangerous squalls and has a long list of drowning accidents to its credit. Lake Deschenes is truly a splendid sheet of water for boating of all kinds, and the search light is bound to prove a friend in need to parties who meet with misfortune, and is already regarded as a bright and pleasant companion and beacon, enabling boating parties to tell just where they are. By means of the light small objects can be seen at almost any point on the Lake for miles up and down, and for some ten or twelve miles down the river.

As the steamer drew near to the Quebec shore the attention of the party was suddenly attracted to a certain spot close to Aylmer that was brilliantly illuminated with Chinese lanterns, and from which fireworks and a fire balloon arose. Then the sound of cheering came over the water. The word was passed around that the demonstration was at the summer residence of Mr. Chas. Prevost, the Treasurer of the Grocers' Section of the Ottawa Branch, who was taking this means of giving an extra welcome to the visitors. The cheers were then returned from the boat, and as they passed the spot a short distance out

from the shore two or three cannon shots sounded from the cottage, followed by a shower of rockets, to which the boat's passengers again responded with three cheers and a tiger, and then proceeded on their way. The boat made a short stop at Aylmer wharf and then on up the lake to Victoria Park which was reached at a quarter past ten. Here electric cars were again taken for another eight mile ride down the Quebec side of the river, through Hull, the home of the famous Eddy matches, and across the Inter-provincial Bridge into Ottawa again at the starting point, everyone being well pleased with their evening's entertainment. During the trip back from Victoria Park, Messrs. Ziemann and Brubacher, two of the Association's popular gleemen from Western Ontario, further enlivened the spirits of the party with their many old time songs, the whole car load sometimes joining in the choruses.

### Tally-Ho Drive.

Wednesday morning dawned with a steady downpour of rain, which did not promise well for the Tally-Ho and cab drive that was timed for ten o'clock but shortly before that hour arrived the clouds began to break, and the delegates to gather at the City Hall for a morning's pleasure that will live long in the memories of all who were privileged to take it. The four-horse tally-ho was mounted, and with the well filled string of cabs behind, the drive through the city and along the driveway to the Experimental Farm began. All the various points of interest were pointed out to the visitors as they went along. Past the Post Office and across the Sappers' Bridge, with Major Hill Park to the left, out along Rideau Street, one of the finest of Ottawa's wide roadways, past the fruit market and the Court House. Thence to Daly Avenue, one of the good residential streets of the city, attention being called to St. Paul's and St. Alban's Churches on the way, from the latter of which the body of Sir John Macdonald was carried after the funeral service to its last resting place. Past Stadacona Park and the Isolation Hospital, on the banks of the Rideau River. Thence along Laurier Avenue, on which are located Stadacona Hall, once the residence of Sir John Macdonald but now occupied by Sir Frederick Borden, the present Minister of Militia, All Saints' Church, the residence of Sir Wilfrid Laurier, St. Joseph's and Sacred Heart Roman Catholic Churches, the Ottawa University and other public and private buildings of interest. A stop was made at No. 3 Fire Station, which was inspected with all its appointments for the comfort and amusement of the men. Many of the delegates took the slide down the brass pole, several of them meeting with some amusing mishap or other as they struck the floor below. Chief Prevost was on hand, and sounded an alarm for the benefit of the visitors. Within nine seconds the three horses were hitched to the fire engine, the men in their places and out on the street, thus giving a demonstration of the high efficiency of the service. One interesting feature of the Ottawa fire service is an automatic arrangement by which the fires in the engines are lighted as they pass out of the fire

halls. This is the invention of Chief Prevost.

Again mounting to their seats the party crossed the Laurier Bridge and reached the Driveway along the Rideau Canal. The Military Stores Building, the Ottawa Collegiate Institute and the Normal School were passed, and then for some miles along the Driveway, with the canal on the left all the way and parklike surroundings throughout the whole length of the winding roadway. The Exhibition Grounds were soon reached, with the well arranged buildings, amongst which is the new fat stock building, a fine steel structure in the course of erection. Still on the Driveway the residence of the Papal Delegate was passed. Finally the Reserve Basin came in sight, was skirted and crossed over to the grounds to the Experimental Farm. This Farm comprises some five hundred and fifty acres, and is most artistically laid out with roads and experimental plots. The buildings are large and apparently commodious, but there was not time left to inspect them.

The return was made by the Driveway to Bank Street, thence along Second Avenue, Metcalfe Street and other thoroughfares, passing the new Government Museum, the Carnegie Public Library, the Windsor Hotel and the entrance to the Parliament Buildings grounds. The East Block was reached just as the noon gun was fired. The route then lay around back of the centre block, with the magnificent Parliamentary Library building to the left, and on the right the broad view from the edge of the cliff on Parliament Hill up and down the River Ottawa and across to Hull. The ruins of the famous Laurier Tower at the end of the West Block was the last object of interest pointed out, and the City Hall was reached again a few minutes after twelve o'clock, and the party dispersed for dinner. The drive occupied nearly two hours and extended some fifteen or sixteen miles. It should be noted here that at present Ottawa has two splendid Driveways, the one along the Rideau Canal, and the other down the river below the city and largely in Rockcliffe Park. In the course of time these will be further extended and joined, making one Driveway of twenty-five miles or more in length. This work is being done, as well as other improvements in the beautifying of the city, year by year with the grant of sixty thousand dollars a year for twenty years made by the Dominion Government. The Government pays no taxes on its extensive buildings, which is a very serious matter to the other taxpayers, and in consideration of this the grant was made. The condition of the grant is that the money should be used for the improvement of the city and not for general municipal purposes.

### Wednesday afternoon session.

At the opening of Wednesday afternoon's session Mr. E. D. Smith, of Winona, the well known manufacturer of jams and jellies, and a member of the Dominion House for Wentworth, was introduced by President A. L. Geen and gave a short, interesting address upon the present Pure Foods Act. He said that so far as jams and jellies were concerned the Act was not yet efficiently carried out, and it would be hard to do so as the Act now stood.



THE best value in any prepared cereal  
ever sold in Canada is

HOUSEHOLD

# CANADA FLAKES

The biggest package.

The best-made cereal.

The richest flavor—a combination of  
Maple Syrup and Malt.

And in every package is a piece of fine  
decorated china, such as bread-and-butter  
plates, cream jugs, cups and saucers, etc.,  
any of which would retail for at least  
\$1.50 per doz.

We thus advertise direct to your cus-  
tomers, Mr. Grocer, and your customers  
get the benefit of all the expenditure,  
which would otherwise go to newspapers,  
etc.

It sells itself. Stock it.

24/25s. \$5.00 per case. \$4.90 in 5  
case lots, freight prepaid.

**Peterborough Cereal Co., Limited**

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W. S. Silcock, Manager.  
Toronto Depot, 71 Jarvis St.  
H. B. Collier, Manager.  
St. John, N. B., A. G. Dick.  
Winnipeg, Ashley & Lightcap.  
Vancouver, B. C., Galloway & Parnell.



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We manufacture all kinds of  
Felt Boots and Shoes  
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men's Knitted and  
Felt Socks : : : :

ABSOLUTE SATISFAC-  
TION in knowing that  
when you buy the HAM-  
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the BEST GOODS MADE.

Write us for samples and prices. We have JUST  
WHAT YOU HAVE BEEN LOOKING FOR.  
We sell direct from our factory, and give you  
PROMPT SHIPMENT. : : : :

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6 Trips Daily (Except Sunday)

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LEWISTON, QUEENSTOWN and NIAGARA-ON-THE-LAKE

Connecting at above points with New York Central  
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(Electric), Michigan Central Ry, International Ry  
Co, (Electric), for Niagara Falls, Buffalo, New York,  
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East and West. Steamers arrive at Toronto :—  
1.15 p.m. and 8.30 p.m.

B. W. FOLGER, Manager,

Toronto, Canada.



There was a good deal of impure goods yet sold. The public should know what they are buying, and the Act should be amended so that the labels should state what the product was composed of. In the United States they are ahead of us in this matter, and measures should be taken in this country to protect the people from imposition as far as that could possibly be done. The goods put up by his firm were all guaranteed to be pure, and they felt the unfair competition from adulterated goods. Mr. Smith expressed himself as thoroughly in sympathy with the aims and objects of the Association, and would assist to forward them in every way possible. His own business interests were similar to those of retail merchants and he was pleased to know that the Association was endeavoring to secure greater harmony between the manufacturing, wholesale and retail branches of all trade. Mr. Smith was warmly thanked for his address and he withdrew.

### Resolutions.

The President then called on the Committee on resolutions.

Mr. F. Darnley then presented the report of the Committee on Resolutions affecting general trade interests as follows:

Resolution No. 1.—"That whereas communications have been received requesting our Association to co-operate with all other business associations throughout North America to secure the settlement by arbitration of all questions of international dispute, this Association deems it advisable to unite our efforts with other business bodies with this end in view as being in the best interests of commerce."

The Committee recommended that this resolution be adopted and forwarded to the Dominion Board for action. Carried.

Resolution No. 2.—"That whereas a resolution has been forwarded to the Provincial Board asking the Board to take up the question of freight rates regarding the transportation of Sugar, and determine if the freight rates are equitably applied between the various cities and towns of the Province, we recommend that the same be considered by this convention."

One delegate wanted to know why sugar had been singled out for special mention in the resolution. Secretary Trowern replied that the reason was that a letter had been received from the Port Hope Branch on the matter, which letter he read to the convention. Sugar was the special article dealt with in the letter. There is no wholesale house at Port Hope, and the merchants there have to buy elsewhere, and they think that they are being charged too high rates. A long discussion took place on the matter, and finally it was decided to act on the recommendation of the Committee and to place it in the hands of a special committee to be appointed by the President of the Convention.

Resolution No. 3.—"That whereas a large number of manufacturers place in and upon packages of goods coupons and presents for the purpose of encouraging the sale of their wares, we again place ourselves upon record as being opposed to all such systems of doing business."

The Committee recommended that

the Convention take some action on this matter.

Mr. R. H. Crowder, a member of the committee, said that if it had not been for the clauses of the Criminal Code laying them open to conspiracy they would have recommended that the Retail Merchants agree to refuse to buy from manufacturers giving these presents and coupons.

Mr. Ziemann thought that the matter was one for the manufacturers themselves to deal with.

Mr. Trowern said that the law at present exempts manufacturers from the action of the Trading Stamps Act, and that the resolution was brought before the Convention for the purpose of having the matter discussed as to the advisability of endeavoring to have the law amended so as to bring such practices under the provisions of the Act.

Mr. Moyer thought that the practice was in the same line with the selling

ting legislation to meet the case. Carried.

Resolution No. 4.—"That whereas legislation is being sought by those interested in advancing and promoting Co-operative Societies in trade, this Convention take some action to enquire as to what effect such societies would have on the general retail trade."

Organizer James Eadie stated that he had brought this resolution forward, and that he had done so on account of the bill now before the Dominion House and introduced by Mr. Monk, for the purpose of encouraging such associations. In the Old Country these co-operative societies had been the means of ruining the retail trade to a very great extent, and they should not be encouraged in this country. If they once get a foothold they will be very hard to deal with, but if taken in hand now the matter would be a much easier one.

One delegate thought that if the co-operative system was a natural development in trade and was carried on honestly, nothing could be done by the retailers.

Mr. Moyer said that every retailer should try to understand the fact that through the wholesale and retail dealer was the natural and consequently the best means for the distribution to the public of the goods they consume.

Mr. Impey contended that co-operation was of the same nature as public ownership, and the best way to meet such societies was for the retailers to show that they could give a better and a cheaper service than the co-operative societies.

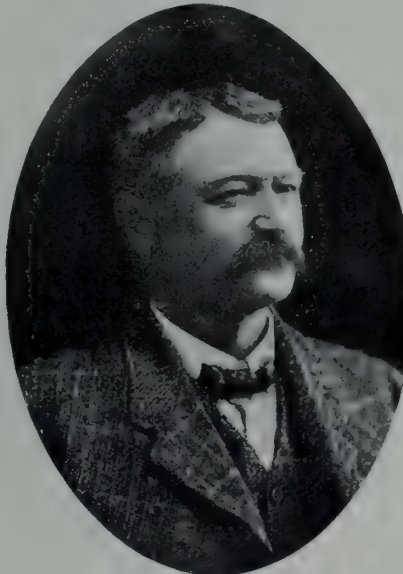
Several other delegates were opposed to the Convention taking any action on the matter, until further information, as to just what powers these companies wanted, was laid before the convention, and Mr. Eadie stated that if they knew what Mr. Monk's bill really was they would all be against it. This bill is drawn to give special facilities to co-operative concerns above regular retail merchants, and also assistance to establish them. He was sorry that he did not bring a copy of the bill with him. Finally, on motion by Mr. McManus the wording of the resolution was changed to read as follows: "That the Dominion Executive of the Association be instructed to watch the proposed legislation with regard to co-operative societies, and be empowered to take what action they should deem necessary to safeguard the interests of the retail merchants of Canada in the matter."

Resolution No. 5.—"Whereas great inroads are being made into the retail trade throughout the Province by mail order concerns. Therefore be it resolved, that the Dominion Executive Board be requested to take the matter into consideration with a view to finding some remedy."

In speaking to the resolution, Organizer Eadie stated that in his work he continually had cause to see the ill effects of the mail order business upon the retail trade in all the towns he visited. In Germany a tax is levied upon all goods coming into towns by mail and express to the consumer.

Mr. Ellis thought that it should be ascertained if the Government was making a profit or not on goods going through the mails as the system created unfair competition with retailers.

Mr. Moyer was in favor of trying to



Mr. G. W. SHOULDIS.

of impure foods, and the one was as much an adulteration as the other. It was certainly an unclean practice to place unwashed articles, such as dolls and other such things, in along with food products. The Association should work for not only pure foods, but also for pure methods of doing business.

Mr. Brubacher suggested that each delegate call the attention of his own branch to this matter, so that throughout the country the merchants be led to take such action individually as would discountenance the practice. In every case the consumer was made to pay for the presents, for although they were led to believe they were getting something for nothing, those buying the goods paid a good price for the presents as well as for the goods themselves.

Several other delegates also expressed opinions adverse to the coupon system, after which a motion presented by Mr. Ellis, of Ottawa, was adopted, to the effect that the resolution be referred to the Dominion Board with instructions to consult with the Manufacturers' Association with a view to getting that body to unite with the Retail Merchants' Association in get-





## Mr. G. R. SMALL

THE RETAIL MERCHANTS JOURNAL has pleasure in presenting to its readers this week a photo of a gentleman whose work in the interests of one of Canada's principal products is worthy of recognition, M. G. R. Small, proprietor of the Canada Maple Exchange, Montreal. Though comparatively a young man is undoubtedly a pioneer of the modern maple sugar industry of Canada, with which he has been closely identified from his youth. Mr. Small has personally operated one of the largest maple orchards in the Eastern Townships, under the old

method. He has been instrumental in establishing the firm of Small Bros., Dunham, Que., manufacturers of sugar boilers and utensils. During that connection with that industry he has made many patented inventions that have since made his name a familiar word over the entire maple sugar belt, and placed Canada far in the lead of manufacture of sugar utensils.

Of recent years he has given his entire attention and energies to the marketing of maple products and after visiting and studying the principal markets of the world he concluded that this most wholesome and delicate flavored saccharine was not handled in a proper manner. The outcome of his conclusions was the formation of the Canada Maple Exchange, where the raw material is taken and refined, and converted into more marketable form in the way of syrups and confections. One line in particular, that of maple sugar creams, have received the highest awards in nearly every country in the world including the Orient. Every package leaving the Exchange bears the familiar words, "Made in Canada," which patriotic advertisement deserves recognition. The fact that the maple sugar industry in Canada has taken an immense proportions, is undoubtedly in a large measure, due to the enterprise and quality of the goods turned out by the Canadian Maple Exchange. Mr. Small states that owing to the maple product being a limited one the recent greatly increased demand for all kinds of maple products and confections had advanced the price of raw maple nearly one hundred per cent. Mr. Small, it may be stated, is a closed student of all conditions prevailing in the maple sugar trade, and the numerous awards and medals he has received at the foremost exhibitions of this country and abroad, testify clearly to the merits of his company's products.

### Our Brands Safety Silent Safe Light

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Princess  
New Imperial  
Togo  
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**SULPHUR:**  
Laurier

Get our prices before you order

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**Don't place your order until  
you see our New Samples of**

**PERFECT FITTING**  
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## UNDERWEAR

✻ ✻ FOR ✻ ✻

**Ladies, Children and Infants**

Our Travellers are now on the way to see you.

New Designs, New Trimmings, and the best quality on the market. :- :: :: :-

Our "CEETEE" Full Fashioned, 2 and 3-ply Underwear is equal to any imported, at lower prices. :: :- :: :: :: ::

Non-Irritating, Non-Shrinkable, Wears Well and never gets Out-of-Shape. :: :: ::

**THE C. TURNBULL Co. of GALT, LTD.**



get legislation to give municipalities the power to adopt the German system of levying a tax upon goods coming in by mail and express in the way already explained, which would give some compensation to the outside towns and also help retailers. The committee recommended that the resolution be adopted without change. Carried.

Resolution No. 6.—"That whereas some discussion has arisen through the columns of a few trade journals criticizing the manner in which our Association is organized and endeavoring to sever the various sections of our Association, this Convention considers such criticism very unfair and not in the best interests of the retail trade of the Dominion, and also again confirms the general plan of the organization of The Retail Merchants' Association of Canada as being the best for the retail merchants of this country."

This resolution created a good deal of discussion. Mr. F. C. Higgins, Provincial Treasurer Province of Ontario and some others expressing the opinion that the Convention could well afford to ignore such criticisms.

Mr. H. C. Ellis, of Ottawa, did not think the criticisms referred to were at all fair to the Association.

Mr. Trowern said that the trade journals referred to were some of those published by the Maclean Publishing Company, "The Canadian Grocer" and "The Hardware and Metal" being the papers specially given to the publication of the articles reflecting upon the work of the Association.

Mr. W. H. Seyler, representative of the Maclean Publishing Company, asked for and was granted the privilege of the floor to reply for his company. He contended that he did not think that it could be said that the MacLean Publishing Company had in any way been inimical to the interests of the Retail Merchants' Association. Criticism of any organization was the right and duty of every journal, and if any of the MacLean journals had published anything that could be considered unfair such certainly was not intended. The object of those journals was to advance the interests of the individual branches of the retail trade that they represented.

Secretary Trowern said that these trade papers had been endeavoring to have separate organizations formed in some branches of the retail trade independent of The Retail Merchants' Association of Canada, and in pursuance of that policy had been misrepresenting the Retail Merchants' Association and belittling its work. The trade journals have a field of their own and should have nothing whatever to do with organization work.

He read several extracts from articles published in "Hardware and Metal" and in the "Canadian Grocer," where they were advocating old fashioned single line associations. He said that in his opinion trade journals have a field of their own and that was the conveying of general trade news pertaining to all classes of the manufacturing, wholesale and retail trade, and that in his experience of over thirty years of organizing work he had never known of any organization to have been helped that was guided and controlled by trade journals, but they hindered rather than assisted when they attempted to direct the affairs of an association. He would

also like to ask the trade journals one question; why they did not advocate the same policy they suggest for the retailers among the manufacturers, and advise them to abandon the Canadian Manufacturers Association and form separate associations. The reason was that by adopting that policy they know that the manufacturers would resent it and that they would lose advertising.

A number of other delegates also spoke and the resolution was unanimously carried.

Resolution No. 7.—"That it is the opinion of this Convention that some action should be taken to regulate the manner in which Telephone Companies conduct their business with retail merchants, and that the Dominion Executive Board be instructed to examine into and deal with the matter."

The committee recommended its adoption.

A long discussion took place on this subject which plainly showed that all the delegates were thoroughly united on the question of endeavoring to secure some remedy from the existing condition of things, which makes it practically impossible for any other telephone company to get a foothold in most localities, so as to give the merchants some relief. The three year contract and the payment of six months in advance were particularly condemned. These requirements gave the Bell Company practically a monopoly. The resolution was adopted without change.

Resolution No. 8.—"That in the opinion of this Convention it should be made compulsory that all claims of merchants for loss on goods by express or freight be adjusted within thirty days from the date of making the claim."

The committee could not see their way clear to making any recommendation as to how this was to be effected. Considerable discussion took place and Mr. Brubacher thought that as there is a Dominion Railway Commission that deals with railway matters, it would be the best plan to refer the matter to the Dominion Board of the Association to call the attention of the Railway Commission to it. This suggestion was unanimously adopted.

The report of the Committee on General Resolutions was then adopted as amended.

#### Report of committee on Provincial Legislation.

Mr. Moyer, chairman, next made the report of the Committee appointed to consider the resolutions bearing upon Provincial Legislation as follows:

Resolution No. 9.—"That we again ask the Provincial Government to amend the Division Court Act relative to the collection of small debts; as requested at our last Convention, and that a systematic plan be adopted by this convention so that it can be forwarded to every Branch, tabulating a list of bad pays, and that the plan arrived at be recommended for the adoption of all Branches, and be interchangeable."

In presenting this resolution Mr. Moyer said that owing to the great amount of time spent at the Ontario Legislature in having the Pedlars and Hawkers Act amended the Division Court Act was left over until next session and the committee again recom-

### There's Money In It for Grocers

It pays to handle the best—especially when the best is a well known, well advertised article, like

### WINDSOR SALT

Give your customers Windsor Salt, and see how much more of it you sell, than of any other. The best seller is the biggest profit maker.

mended that it be pressed forward this session. He said that no plan has yet been found suitable for general adoption for the prevention of loss by bad pays. He thought that all merchants should have enough regard for the interests of the trade to refuse credit to anybody whom he found owed another merchant until the account was paid.

Mr. Kelly of Guelph said that they had a good system in their town, and thought that if each Branch adopted some system suitable to its own locality the problem might be solved.

Mr. Crowder said that in Wingham they have a system under which debtors are given ten days to settle their accounts, and that the merchants there consider each others' interests to such an extent that bad pays find it hard to get credit at all while owing any merchant. They are also able to effectively reach parties who have moved to surrounding towns.

Mr. Brubacher reported that in Berlin they also have a very effective system, and that they also are able in many cases to reach debtors who leave the place.

Mr. F. G. Lockett, of Kingston, said that in the boot and shoe business in that city they have a plan that is ahead of anything yet. The boot and shoe section got together and verbally agreed with one another that they would adopt the strict spot cash system. All had loyally stuck to the agreement and now no boots or shoes go out of the shops in that city without the cash beforehand. The system works like a charm and business is continually growing. The Belleville Boot and Shoe section have also adopted this system. He thought that if merchants in other lines would also adopt this plan the question of bad pays would disappear.

Mr. Moyer said the spot cash plan was all right where it would work, but in the grocery and in some other lines of trade in Toronto it could not be made to work. Fully fifty per cent. of the business in some lines was done by telephone, and the credit customers who pay their bills regularly are worth more to the grocers than those who pay as they go, for the latter generally buy from several stores, while the credit customers stick to the one grocer. In the light of the discussion he would move that the resolution be amended so that the matter of bad pays be left to each branch to arrange the plan best suited to their respective towns, but that each Branch be recommended to take action and to forward their



♦♦♦

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proposed plan to the secretary of the Dominion Board.

The question then arose as to the legality of sending out Black Lists of bad pays, and Mr. Trowern stated that that question had come before the courts in Hamilton about three years ago, and the judge held that any matter could be transmitted from one member of an Association to another member, and that black lists were perfectly legal as long as they were confined to the membership of the Association. The resolution, as amended, was then unanimously adopted.

The report of the Provincial Committee on Resolutions was then adopted as amended.

Resolution No. 10.—Mr. B. W. Ziemann then offered the following resolution affecting the time of holding municipal elections, which he stated it was intended to bring before the Committee on Provincial Legislation, but it was overlooked. He, however, had the authorization of the members of that committee to bring the resolution forward. It read as follows:

That this Convention considers it would be more convenient and advantageous to retail merchants if the Ontario Municipal Act were amended so that municipal elections would take place on the first of February or the first of March instead of on New Year's Day as at present.

The resolution was adopted without discussion and referred to the Provincial Executive to endeavor to have the Act amended at the next session of the Ontario Provincial Legislature.

### Wednesday evening session.

Report of Committee on Dominion Legislation, Resolutions:—

At the opening of the Wednesday evening session Mr. F. W. Forde presented the report of the Committee on Dominion Legislation, as follows:

Resolution No. 11.—“That whereas a considerable quantity of gold and silver articles are being placed on the market which are misrepresented as to quality, this convention strongly urges the passage of the bill now before the Dominion House respecting the proper marking of gold and silver goods.”

Secretary Trowern explained the provisions of the bill, and the resolution was adopted, the President being instructed to appoint a committee to wait upon the Banking Committee of the Senate before which the bill was to come up on the following morning. A committee composed of Messrs. A. Rosenthal, W. H. Sproule, both of Ottawa; Secretary E. M. Trowern and one or two other jewelers, was appointed and waited upon the banking committee, and assisted W. K. McNaught, M.P.P., for North Toronto, and Mr. Stewart, Secretary of The Canadian Manufacturers Association in supporting the measure, which we are pleased to say has become law.

Resolution No. 12.—“That whereas Section 520 of the Criminal Code discriminates against retail and wholesale merchants, this Convention requests the Dominion Board of our Association to make every effort to have the law changed so as to place merchants in the same position as labor organizations and other bodies are placed by that section of the Code.”

Secretary Trowern explained Section 520 of the Criminal Code and went fully into the Contract Plan and other questions in connection with the position

of wholesale and retail merchants in their liability to prosecution for conspiracy in taking united action to protect themselves in their business interests, and the advantages that the labor people enjoyed because they had got together and had brought pressure to bear upon the Government to have themselves relieved from the penalties under the Act. He referred to the case of Wampole vs. Karn, and explained the amendments that it was proposed should be asked from the Government. He urged that all should be present on the following morning to wait upon the Premier to present their case.

The resolution was adopted as recommended by the Committee without amendment.

Resolution No. 13.—That whereas the Postmasters' Association of Canada applied to the Dominion Government giving them the right to sell to mail order houses lists of names of persons living in their neighborhoods and apply the proceeds to their own personal use, and this Association having protested through the Dominion Board to the Post Office Department against the granting of that privilege, as a result of which protest it was not granted, this Convention fully endorses the action of the Dominion Officers of the Association in that matter.

The resolution was adopted, and the report of the Committee on Dominion Resolutions adopted as a whole.

Resolution No. 14.—“That we fully commend the action of the Dominion Government in requesting that King Edward visit Canada at as early a date as possible.”

This resolution was introduced by Mr. E. R. Fisher, of Ottawa, and seconded by Mr. B. W. Ziemann, of Preston, and carried with a standing vote.

### Secretary's Annual Report.

Secretary E. M. Trowern upon rising to make his annual report said that this was the tenth year of the existence of The Retail Merchants' Association of Canada, and as the years go on the members may congratulate themselves on the fact that the organization is growing in strength and influence, and there is every reason to expect that the most exceptional growth of the past year will continue. At the last Provincial Convention eleven months ago he had reported sixty-five branches but now there were in the Province of Ontario one hundred and thirty-five branches. He paid a tribute to the organizers in that he stated that a very great deal of credit for this magnificent showing is due to them for their untiring energy in the field work. They are men who have their hearts in the work, which is one of the first requisites for an official of this organization. There are now over six thousand members in the Province of Ontario.

In the cities and some of the larger towns the various trade sections are well organized and are doing efficient work. In Toronto the trade sections hold monthly meetings and live questions are freely discussed and dealt with. As an example of the value of the work of these trade sections he cited the recent revelations in the press with regard to the conditions existing in the meat packing trade in Chicago. There were also stories afloat about the meat trade of Toronto and other parts of Canada. The Butchers' sec-

tion of the Toronto branch at once took action and appointed a committee to assist the Provincial and City Health authorities in the enforcement of the law in connection with the meat trade. There was a time in Toronto when the City Council would not listen to the retail merchants at all, but that was all changed now and what the Association advocated had very great weight with the city legislators.

In Provincial legislation the Association had this year secured amendments to the Pedlers' License and Transient Traders Act, some of the provisions of which he explained. Next year they fully expected to secure amendments to the Division Courts Act to provide for the better collection of small accounts. During the late session of the Ontario Legislature the Association had also successfully opposed proposed legislation inimical to the interests of the retail trade.

Since the last Provincial Convention the Furniture Dealers' Association of Canada had become amalgamated with the Association.

In matters of Dominion legislation they were now actively pushing for the amending of the Criminal Law, and when that was effected they would take up the question of fees for the inspection of scales, and weights and measures, the payment of which was an imposition upon retail merchants. They would also endeavor to have the law changed so that the officers of corporations should be made amenable to punishment for violation of the law the same as individuals now are.

The question of insurance had been fully considered by the Provincial Board and the decision came to that at present no way presented itself for the formulation of a system of insurance especially for the retail trade, and the recommendation was made that retail merchants should insure in strong companies rather than form a company of their own.

In his capacity as Dominion and Provincial Secretary he had now successfully arranged so that he was supplied with copies of all bills introduced into the Dominion and Provincial Parliaments. This was of very great use to the Association in its legislative work.

The work of the Association is advancing very rapidly in the Province of Quebec and he anticipated that at the approaching convention for that Province Provincial Secretary Beaudry would be able to bring in a most encouraging report of the work there.

He referred to his visit to Winnipeg in January last, in connection with the Association work and would report fully upon it at the coming meeting of the Dominion Board.

With regard to the future of the Association it is going to be just what the retail merchants will make it. The Association has reached that position where it must go on, for it cannot go back. The united action of all the members and branches is needed, and the effort being made by some trade journals to divide the various trades into separate organizations must be opposed. In closing he said that there was cause for congratulation that in spite of the convention being held in a city at the extreme eastern end of the province there were so many delegates present, and he was sure that if it was

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### L'INCENDIE

La Compagnie "La Foncière" a commencé ses opérations le 3 Avril 1902, et chacun de ses exercices fut une étape vers le progrès; l'administration de cette Compagnie sait allier à la prudence, nécessaire en matière d'assurance contre l'incendie, l'initiative raisonnée, indispensable pour atteindre le succès et mériter la confiance du public; c'est ainsi que les affaires de "La Foncière" ont pu progresser dans des proportions qui forcent l'attention.

En consultant l'état comparatif des affaires de la Compagnie "La Foncière" que nous publions ci-dessous, on se convaincra qu'il y a là une institution d'avenir destinée à faire sa marque;—la progression qu'il démontre permet de prédire que, dès la première année, les actions de "La Foncière", dont nous annonçons l'émission dans ce même numéro, feront encaisser à leurs souscripteurs un dividende très satisfaisant.

#### ETAT COMPARATIF

Des affaires de "La Foncière" au 31 Juillet 1905  
et 31 Juillet 1906.

|                       | 1905        | 1906        | Augmentation. |
|-----------------------|-------------|-------------|---------------|
| Polices en vigueur..  | 3382        | 5412        | 2130          |
| Assurance en force... | \$2,277.533 | \$3,740.488 | \$1,462.955   |
| Billets de dépôt....  | \$40.002.   | \$71723.00  | \$31,721.00   |
| Actif.....            | \$46,749.00 | \$81,519.00 | \$34,770.00   |

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for nothing else they were all well repaid for the journey in the magnificent reception given them by the Ottawa members.

In the course of the discussion which ensued upon the secretary's report, Mr. E. R. Fisher, of Ottawa, Mr. B. W. Ziemann, of Preston, and some other delegates spoke of the representatives of Toronto and Old Country tailoring establishments that had for years overrun their respective towns and taken a vast deal of trade away from the local tailors. They hoped that the new Pedlers' and Transient Traders Act would enable the municipalities to stop this trade or get some sufficient remuneration for it.

The report was then adopted and the hearty thanks of the meeting tendered to the secretary for his untiring energy during the past year.

#### Delegation speakers appointed.

The following speakers for the delegation to the Government on the matter of amendments to the Criminal Code were announced: Messrs. A. L. Geen, E. M. Trowern, Henry Watters and J. A. Beaudry.

Mr. McManus of St. Thomas, introduced Mr. W. Jackson, M.P., for West Elgin, who was a visitor at the evening session. Mr. Jackson was invited to address the convention, and in doing so stated that he would be pleased to support the proposed amendments to the Criminal Law as he considered that the request of the merchants was a fair and equitable one and he would do all that he could to assist us to secure the proposed amendments. (Applause).

#### Financial report.

Treasurer F. C. Higgins presented the financial report for the year as follows:

| Receipts.                                              |                   |
|--------------------------------------------------------|-------------------|
| Membership fees collected by Organizer Eadie .....     | \$2,610.00        |
| Membership fees collected by Organizer Brubacher ..... | 2,500.00          |
| Membership fees paid to date from Toronto branch ..... | 734.00            |
| <b>Total Receipts ..</b>                               | <b>\$5,844.00</b> |

#### Disbursements.

|                                                                    |                   |
|--------------------------------------------------------------------|-------------------|
| Organizer James Eadie, salary and travelling expenses ....         | \$1,305.00        |
| Organizer S. A. Brubacher, Salary and travelling expenses .....    | 1,250.00          |
| Share of fees to branches...                                       | 1,644.50          |
| Salaries of secretary, two stenographers and office expenses ..... | 1,639.85          |
| Cash on hand .....                                                 | 4.65              |
| <b>Total disbursements .....</b>                                   | <b>\$5,844.00</b> |
| Leaving no obligations.                                            |                   |

There had been no special calls made upon the members during the year, and the financial statement covered eleven months of the year, the convention last year having been a month later than the present one. There were a good many branches that had not yet sent in their fees for the year, and there were also many branches that apparently waited for a visit from the Organizers before the fees were collected. Had all the members paid up the showing would have been a much better one, but as compared with that of last year it was a very favorable one.

Mr. Forde said that after allowing a fair amount for office and other expenses it would appear that the secretary

received about six or seven hundred dollars for his services for the year. He thought this very unfair to him, for the amount of time and work he has given. Mr. Moyer thought that all the branches should collect the fees of their own members and not wait for the organizers to come around. Others thought that the fees were not large enough and should be increased. Mr. Trowern then made an explanation to the effect that under the existing arrangement that he had with the Provincial Board he had undertaken to pay the cost of rent and all office help and other expenses, in return for which he was to receive the fees from members, less fifty cents from each member which the branches retained for their own use. He paid the Organizers one dollar for each member they got outside of the City of Toronto, out of which they paid all their railroad and hotel and other expenses. After paying the various expenses out of what he received he could assure them that what he had left for his own remuneration was no very great sum, and had he not had the interests of the Association at heart he would have dropped it long ago. He had at one time an arrangement with the Board by which he was to receive a stated salary but that did not prove satisfactory to either the Board or to himself, and the present agreement was entered into.

Some of the delegates thought that the finances of the Association should be conducted so that the secretary and the association would secure more money, and a motion was finally passed appointing Messrs. Higgins, Kelly, Forde, Crowder and Trowern a special committee to examine into the matter and make a report to the Provincial Board.

#### Election of Officers.

The main business of the Convention having been completed the election of officers was then proceeded with, and resulted as follows:

President—H. C. Ellis, Ottawa.  
First Vice-President—B. W. Ziemann, Preston;  
Second Vice-President—F. C. Higgins Toronto.

Treasurer—M. Moyer, Toronto.  
Secretary—E. M. Trowern.

Auditor—C. W. Kelly, Guelph.

The place of meeting for the convention of next year was referred to the executive officers to arrange.

#### Votes of thanks.

It being now close on towards midnight it was decided to hold a short final session of the Convention the next morning after the return of the deputation from the Parliament Buildings and the following votes of thanks were passed, Mr. Ellis, the newly elected President having taken the chair.

To the retiring President and other officers.

To the members of the Ottawa Branch for the right royal manner in which they had entertained the visiting delegates.

To the Mayor and members of the City Council of Ottawa for the use of the Council Chamber, and also to the chief of the fire brigade for his assiduous attentions in showing the work of the Fire Department.

To the Daily Press of Ottawa for the full and correct reports given of the proceedings.

Also to the Organizers of the Association for their work during the year.

#### Exhibition of Fire Brigade.

To make it still more evident than ever that nothing in the whole city of Ottawa was too good for the retail merchants from all over the province, it had been arranged that at nine o'clock on Thursday morning the whole fire brigade, with the exception of three or four waggons, left in the halls in case of emergency, should turn out and give an exhibition of the equipment and efficiency. Under the direction of the Chief three engines, nine hose waggons and four trucks paraded at the City Hall, and forming in procession proceeded to Parliament Hill, around the Parliament Buildings and down on the front drive inside the grounds, and then in line, one close behind the other, the whole brigade galloped past the saluting point at top speed, making a most magnificent appearance and drawing forth rousing cheers from the onlookers. Then proceeding down onto Wellington Street the order was given, and in an incredibly short space of time several lines of hose were run out and attached, the ladder on the aerial truck raised and manned, and the engines at work. Then two strong streams of water rose into the air to a great height and were also thrown to a long distance. In the midst of this exhibition the Montreal members, who had just arrived, came on the grounds. At the close Organizer James Eadie, on behalf of the delegates complimented the chief upon the efficiency of his men and equipment. He had seen a great many fire brigades in his life, both here and in the Old Country, and he could with honesty say that Ottawa had one of the finest he had ever seen.

The time for the delegation to wait upon the Premier had been set for ten o'clock, so that after the exhibition by the Fire Brigade all proceeded to the large Railway Committee Room in the Parliament Buildings and were graciously received by Premier Laurier, who was accompanied by the Hon. Wm. Patterson, Minister of Customs, and Hon. A. B. Aylesworth, Minister of Justice.

The delegation completely filled the room. A. L. Geen, Dominion President, was the first who addressed the members of the Government on behalf of the delegation. Referring to the great delegation of last year he thanked the Ministers for the Trading Stamp Act, and now the merchants were here again in connection with another grave grievance in connection with the Criminal Code which affected retail merchants. He then introduced Mr. Trowern, who opened by stating the amendments that the delegation would like to have made to the Criminal Code. The Code in its present form will not permit the retail merchants to meet with the wholesalers and consider trade difficulties. They should have the right to make fair and reasonable agreements. He explained the position of affairs as established by the decision in the case of Wampole vs. Karn. The law at present discriminates between wholesale and retail merchants and the working classes, who have rights for organization that merchants do not have. If merchants have to meet in back rooms to discuss matters affecting their business there is surely some-

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A \$25.00 fine was the penalty a Toronto grocer paid for selling adulterated Jam.

The chances are he didn't know the stuff was 'doctored', but the law doesn't make much allowance for that.

There is no need of any grocer being in doubt. All he has to do is to get the goods that are guaranteed to be pure—

**E. D. S. Brand.**

The Grocer then throws the onus upon E.D. Smith because the latter puts the guarantee label on his goods and must stand by them—a thing he is quite willing to do.

Sell the **E. D. S. Brand** and get sure trade.

My agent's names are W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N. B.; E. W. Smith, Halifax, N. S.



**E. D. SMITH'S FRUIT FARMS**  
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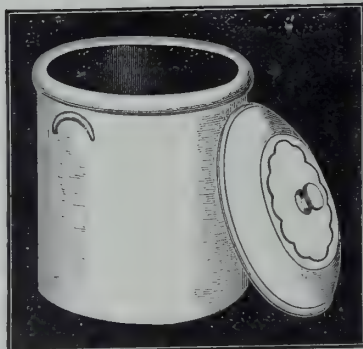
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**JARS** of all descriptions and sizes.

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MESSIEURS LES MARCHANDS DETAILLEURS:

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1° Parce qu'elle est dirigée par des hommes d'expérience, solvables et honnêtes;

2° Parce qu'elle donne toutes les garanties nécessaires proportionnellement à ses responsabilités;

3° Parce que ses taux sont les plus bas et qu'elle choisit ses risques;

4° Parce que c'est une institution nationale encouragée par nos hommes d'affaires;

5° Parce que l'argent des assurés reste dans notre province;

6° Parce qu'elle n'emploie que des agents habiles, instruits et honnêtes;

7° Enfin, parce qu'elle règle promptement et libéralement ses pertes,

**L.-A. PICARD, Gérant.**



thing wrong. Retail merchants are one of the largest classes in the Dominion of Canada, and they think that they are quite justified in coming before the Dominion Government asking for legislation that will give them justice. They come with confidence that their case will meet with full consideration.

Mr. J. A. Beaudry was next introduced. He said that the Government gives manufacturers trade marks and gives them the right under the trade marks to fix the prices at which their goods are to be sold, and the retail merchants are asking that the law be changed, so that merchants can meet together to arrange that these prices be maintained. Merchants find it necessary to meet together to protect themselves and they do not want to be criminals under the law when they do this.

Mr. Watters said that the men here to-day were retail merchants and understood the conditions that effected retail trade. Price cutters take hold of articles the retail prices of which have been set by the manufacturers and sell them at a lower price, in spite of the fact that they and all other retailers have signed agreements with the manufacturers not to do so. They are now upheld in this practice by the decision of the courts. Such a practice demoralizes trade and the other retailers have no remedy. What they ask is to have the power given to them to have a remedy applied. Labor people have this right and yet merchants are deprived of it.

An informal asking and answering of questions then took place between the ministers and the speakers, after which the Premier intimated that the delegation certainly had a grievance which he could not but sympathize with. The question was a complicated one and he personally would like to have more information with regard to it. They were now, however, in the dying days of the session, and the Government could not now give the matter the consideration that it needs. He and his colleagues would be glad to meet a committee from the delegation later on, when the whole matter could be considered more fully and no doubt would be remedied.

The ministers then withdrew and the delegation adjourned to the steps in front of the centre block of the Parliament Buildings, where a large group photograph was taken by Pittaway, of Ottawa.

#### Final session.

Immediately after the taking of the photograph a short final meeting of the Convention was held in the City Hall and the Convention for 1906 was closed, with three ringing cheers for the King.

#### The trip to Rockcliffe.

At two o'clock in the afternoon began the pleasure trip by electric cars to Rockcliffe Park, the Rifle Ranges and the Royal Shanty.

Boarding the cars at the Post Office, the route lay across Sappers' Bridge, along Sussex Street, past Earnscliffe, the residence of Sir John Macdonald at the time of his death, over the Rideau River, close to the pretty Rideau Falls, past Rideau Hall, then on through Rockcliffe Park, skirting the Ottawa River, a rocky cliffs on the

right, and on the other side across the river a fine view backed by heavily wooded hills.

A ten minute stop was made at the Rifle Ranges, then back again part way, and the party climbed the hill to the Royal Shanty, a structure of timber put up at the time of the visit to Ottawa of the present Prince and Princess of Wales. Refreshments were served under a spacious tent, and a couple of hours of pleasant social intercourse was spent, interspersed now and again by speeches and music just as the spirit moved some of the party.

Another group photograph was taken by Pittaway, the Royal Shanty serving as a fine background, and also many of the party being mounted on the roof. A few more closing speeches ended the afternoon's pleasure, with the exception of the return trip, which was made at about five o'clock.

The Montreal men left for home about nine o'clock at night, being accompanied to the station by the Ottawa Committee of Reception. The majority of the Ontario delegates also left by various trains the same night.

#### Convention echoes.

Ottawa has a fine fire brigade, with a central and nine sub-stations, and a strength composed of a chief, two deputy chiefs and sixty men. They are as fine a lot of men as one would wish to see.

One thing that many of the delegates took note of, and that was that the merchants of Ottawa appear to be composed mostly of young and progressive men.

The Ottawa Council Chamber is a very fine hall, with a lofty ceiling and brilliantly lighted by electricity.

Besides the regularly appointed delegates the Carleton Place Branch sent nine other members the last day, including Mayor Bennett.

Mr. B. H. Blakeslee, Canadian manager for the Egg-o-See Company, is one of the most energetic men in the cereal business in Canada to-day. He gave a fine exhibition of the Egg-o-See product in one of the committee rooms of the City Hall, and served luncheon to all present.

The Ottawa branch of the Association is certainly a lively one, and they are organizing one or two more trade sections. If they keep on they are destined to take an active part in assisting to make good retail legislation for this country.



#### A NO-PREMIUM CEREAL FOOD

The Manufacturers of Egg-O-See never used a Premium and never will. They have from the very first believed in the principle of doing business on the merits of their goods, and the success they have met with is the very best evidence of the soundness of their position. The premium method of doing business is at best a vicious one and a mere pandering to the morbid craving of getting something for nothing. The Egg-O-See Company have created the great demand for their goods in a legitimate way, such as advertising to the consumers through regular channels and by reaching the wholesalers and retailers through the regular trade papers. They are generous advertisers and believe in using plenty of space in keeping with the good qualities of their wares. There is one thing that we

have noticed in this country and that is that wherever wholesale and retail grocers are gathered together in Convention or otherwise there will also be found Mr. B. H. Blakeslee, Canadian Manager for the Company, doing his utmost not only to set forth the great merits of Egg-O-See as a cereal food, but also to help advance the interests generally of the grocery trade. Although Mr. Blakeslee is naturally first and foremost a keen business man, and in truth ought to be, he is nevertheless generous perhaps to a fault, if indeed that be possible, in giving a helping hand wherever he can. The resolution passed at the recent Ontario and Quebec Provincial Conventions at Ottawa and Sherbrooke of The Retail Merchants' Association of Canada, condemning the practice of so many manufacturers in offering coupons and premiums to help the sale of their goods has met with the hearty endorsement of all manufacturers who are opposed to unfair methods of doing business. Mr. Blakeslee asked for and was granted permission at the Convention to endorse the resolution on behalf of his Company. It is well worth mentioning here that Mr. Blakeslee showed his characteristic enterprise by making a handsome exhibition of Egg-O-See in the Town Hall at Ottawa during that Convention and gave away numbers of large samples. He gained as fast personal and business friends many retail grocers from all over the Provinces of Ontario and Quebec who met him upon that occasion. Since the Convention he has had a severe illness which has confined him to the house for some weeks, but we are glad to see him out again and able to attend to business the same as before.



#### The Canadian Independent Telephone Association.

Arrangements are being completed for the annual convention of the Canadian Independent Telephone Association, which will be held in the City Hall Toronto on Wednesday, Sept 5th, during the second week of the exhibition.

The convention will be attended by delegates from the independent and municipal telephone systems in all parts of the Dominion. The programme is now in course of preparation and will be announced in a few days.

At the convention of the Independent telephone Companies of the United States, held in Chicago last June, the name of that organization was changed to the "International Telephone Association" with the object of including the Dominion of Canada, and forming a closer alliance between the Independent Telephone interests in all parts of the North American continent. As the International Association represents an investment of over \$300,000,000, with 3,000,000 telephones installed, this alliance will very materially aid in the development of independent telephones in Canada.

It is anticipated that there will be present in Toronto several prominent representatives of Independent Telephone interests in the United States, who will address the convention on the methods which have resulted in the building up of a telephone service far surpassing that furnished by the "Bell companies."

One of the results of the work of the Dominion Select Committee on Telephone Systems last year has been the education of the public to the benefits derived from



Independent Telephone systems, more particularly in the rural districts. Many new systems have been established within the past twelve months and the movement shows indications of gathering impetus in all parts of the Dominion.

In Canada to-day there are over ninety absolutely independent or non-"Bell" controlled systems, with over four thousand Canadian shareholders, an actual investment of more than \$2,000,000., and approximately 15,000 subscribers,

Mr. G. E. Gibbard, Chairman of the Municipal Committee of the "Toronto Branch" of "The Retail Merchants Association of Canada" will read a paper before the Convention on "The Telephone and its relation to the Retail Trade".



#### A Successful Fruit House.

One of the most enterprising and successful Fruit and Produce Houses in Toronto is White & Co. Ltd, of Front St. E. They have been established over 18 years and owing to the heavy expansion of business were formed into a joint stock company about a year ago with Mr. W. H. Despard, Mgr. and Sec.-Treas., Mr. James Lampkill, their energetic President, will take an active part in this business beginning next month.

This firm enjoys a very large business throughout the country, conducts auction sales at their auction warerooms and have a branch warehouse at Hamilton.

# CANADIAN NATIONAL EXHIBITION TORONTO.

*AUG 27<sup>th</sup> TO SEPT 10<sup>th</sup> 1906*

*COMPLETE DISPLAY OF  
CANADA'S INDUSTRIAL &  
AGRICULTURAL RESOURCES.*

BY GRACIOUS PERMISSION  
OF THE **KING**  
HIS HOUSEHOLD BAND  
"THE LIFE GUARDS"  
WILL PLAY TWICE DAILY  
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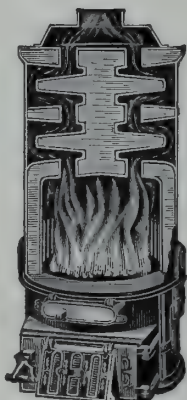
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**Deuxième Convention Annuelle du Bureau Provincial pour la Province de Québec,  
de l'Association des Marchands Détailliers du Canada, Inc.**



La deuxième Convention Annuelle du Bureau Provincial pour la Province de Québec, de l'Association des Marchands Détailliers du Canada, Inc., a été tenue à Sherbrooke, les 10 et 11 juillet 1906. La première séance a eu lieu mardi, le 10 juillet, à 2.30 hrs p. m., dans les salles du Bloc McKechnie.

M. J. O. Gareau, Président Provincial, occupait le fauteuil.

Parmi les autres personnes présentes, on a remarqué MM. J. O. Gareau, J. G. Watson, P. Daoust, J. A. Beaudry, Montréal; L. A. Bayley, J. A. Wiggett, Sherbrooke; J. J. Mullen, Bedford; L. V. Marchessault, West Shefford; T. Bour-nival, Trois Rivières; C. Barrette, Joliette; A. L. Dupuis, E. P. Dupuis, A. A. Woodman, Coaticook, etc., etc.

M. J. O. Gareau, en faisant l'ouverture de l'assemblée dit qu'il était heureux de constater les progrès énormes faits par l'Association durant le cours de l'année qui vient de finir; qu'il constatait par le nombre des délégués venus des différentes villes pour représenter leur succursale à cette convention, l'enthousiasme qui règne parmi les membres, ce qui est une preuve évidente que l'Association remplit aujourd'hui une lacune qui existait dans le commerce de détail; que plusieurs questions avaient été traitées dans le cours de l'année tel qu'on pourrait le constater par le rapport des officiers; qu'il espérait que chacun des délégués aiderait, par ses conseils et ses avis, à disposer des questions qui seraient prises en considération par cette convention, et qu'en unissant ainsi tous nos efforts, nous pourrions accomplir encore davantage.

M. L. A. Bayley, président de la succursale des cantons de l'Est succéda à M. Gareau, et souhaita la bienvenue aux délégués dans des termes très appropriés; il dit qu'il était heureux d'avoir l'avantage de recevoir dans la ville de Sherbrooke tous les marchands des différentes villes de la Province, et que les membres de la succursale des Cantons de l'Est tâcheraient de rendre leur séjour dans la ville aussi agréable que possible.

M. L. A. Bayley invita ensuite le Maire de Sherbrooke, M. C. F. Olivier, à prendre la parole. M. Olivier fut très heureux dans ses

remarques; il dit qu'il lui était réellement agréable, au nom des citoyens de Sherbrooke, de souhaiter la bienvenue à tous les marchands détailliers de la Province de Québec; qu'il avait suivi l'Association dans sa marche progressive durant le cours de l'année, et qu'il était convaincu que si les marchands en détail savaient ce qui a été accompli par l'Association, que chacun s'empresserait d'envoyer son application pour devenir membre. Que le but de l'Association n'est pas de protéger le marchand d'une manière égoïste ni d'augmenter le prix de la marchandise, mais plus particulièrement de protéger le public contre toutes espèces de fraudes et d'injustices qui se pratiquent aujourd'hui dans le commerce. Que le but de l'Association est d'encourager le commerce honnête, et d'aider les marchands qui servent consciencieusement le public. Il ajouta que, grâce à l'influence que l'Association exerce aujourd'hui, plusieurs questions d'une importance capitale avaient été décidées d'une manière satisfaisante pour le commerce de détail, et comme exemple, il cita la mort des "Timbres de Commerce". Les remarques de M. le Maire ont été très appréciées.

On procéda ensuite à la réception et la prise en considération des résolutions suivantes: -

No. 1.—Attendu que notre Association a été requise de co-opérer avec les autres associations d'affaires, dans le but de régler par arbitrage toutes les questions de discussion internationale, que cette Association juge nécessaire d'unir ses efforts à ceux des autres corps commerciaux, ceci étant dans les meilleurs intérêts du commerce.

No. 2.—Attendu qu'une résolution a été envoyée à ce Bureau, nous demandant de considérer la question des taux chargés pour le transport des marchandises et déterminer si les taux sont appliqués d'une manière équitable dans toutes les villes de la Province, le président devra nommer un comité pour examiner cette question et la régler et que ce comité soit formé du Président de chaque Succursale du Bureau Provincial.

No. 3.—Attendu qu'un grand nombre de Manufacturiers mettent des coupons et des cadeaux dans leurs paquets de marchandises pour en-

courager la vente de leurs produits, cette Association prie l'Association des Manufacturiers de prendre action dans le but d'obtenir une loi qui arrêtera la vente des marchandises mises sur le marché d'une manière aussi injuste, et nous promettons notre support à l'obtention d'une telle loi.

No. 4.—Que les Officiers Exécutifs de cette Association reçoivent instruction de surveiller la Législation Fédérale maintenant en cours, au sujet des Associations Co-Opératives, et de prendre telle action qu'ils jugeront nécessaire pour sauvegarder les intérêts des Marchands Détailliers.

No. 5.—Attendu que les Maisons qui font leur Commerce par la Maille semblent se tracer un chemin rapide dans le commerce de détail, qu'il soit résolu que les officiers Exécutifs du Bureau Provincial pour la Province de Québec prennent la chose en considération afin d'y trouver un remède.

No. 6.—Que cette Convention est d'opinion que les Compagnies d'express et de fret devraient être contraintes à régler, dans les 60 jours de la date de la plainte, toutes les réclamations qui leur sont faites et que cette question soit référée au Bureau Fédéral pour la traiter.

No. 7.—Que cette Convention est d'opinion que chaque succursale locale devrait adopter un moyen de protéger ses membres contre les mauvaises payes.

No. 8.—Attendu qu'une quantité considérable de marchandises en or et en argent de qualité douteuse sont placées sur le marché, cette Convention recommande fortement la passation d'un bill qui est maintenant devant le Parlement Fédéral au sujet de la marque des marchandises en or et en argent.

No. 9.—Attendu que la Loi Criminelle actuelle fait une distinction au préjudice des marchands en détail et en gros, et permet aux unions ouvrières de faire ce qu'ils nous est défendu de faire, cette convention recommande fortement au Bureau Fédéral de notre Association de faire tous les efforts possibles pour que cette loi soit changée.

Attendu que l'Association des Maîtres de poste du Canada a fait application au Gouvernement Fédéral pour obtenir le droit de vendre, aux maisons faisant affaires par la

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and the investigation proved thoroughly honest management. The company is sound to the core and its affairs are conducted along scientific and popular lines, solely and economically in the best interests of its policyholders.

## **Gilt-Edged Assets, Dec. 31st, 1905---\$9,296,092**

Not a dollar of stocks.  
Not a dollar of unauthorized securities.  
Not a dollar of speculative investments.  
Not a dollar with subsidiary Companies.  
Not a dollar "written up" in its securities.  
Not a dollar for stockholders; every dollar for policyholders.  
The Company is in the enviable position that it can convert on demand its entire assets into gold and at the same time largely increase its surplus.

## **The Real Estate**

held by the Company (outside of Head Office Building) IS  
**LESS THAN \$1,000.**

## **Expense Rate Unusually Low**

Being the **LOWEST OF ALL** Canadian Companies for the year 1905, notwithstanding that the **LARGEST VOLUME OF NEW BUSINESS** in the history of the Company was written in that year.

## **Remarkably Favorable Mortality Experience**

The losses by death in 1905 were only 49 per cent. of the losses that were normally expected to occur. The fine quality of this Company's business is shown by the notable fact that during the past 15 years the death losses **AVERAGE ONLY 53 PER CENT. OF THE EXPECTED.**

## **The Rapid Growth of Company's Income**

The income for 1895 was **\$735,079**, while in 1905, ten years after, it reached the large sum of **\$1,956,519**. The interest income exceeded the death losses during the same period, by **\$568,945.**

# **THE MUTUAL LIFE OF CANADA**

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malle, une liste des habitants résidant dans leur localité, et attendu que les Officiers Exécutifs de cette Association ont protesté auprès du Gouvernement, par l'entremise du Bureau Fédéral, contre la concession de cette requête et qu'ils ont ainsi empêché que ce privilège soit accordé, cette Convention endosse vigoureusement l'action des Officiers Fédéraux de l'association.

La séance a ensuite été levée jusqu'à 8 hrs. p. m.

Les délégués se sont rassemblés à 8 hrs., Le Président M. J. O. Gareau occupait le fauteuil.

Le Secrétaire Provincial, M. J. A. Beaudry, fait la lecture des minutes de la Convention précédente qui furent adoptées tel que lues.

Les Officiers firent ensuite leurs rapports. Le président fit d'abord en peu de mots l'historique du travail qui a été accompli dans le cours de l'année, ajoutant que le rapport du Secrétaire donnerait une meilleure idée de ce qui s'est fait.

Le Secrétaire fit ensuite son rapport comme suit :

*M. le Président, MM. les Membres du Bureau Provincial pour la Province de Québec de l'Association des Marchands Détailliers du Canada, Inc.*

Le rapport que j'ai à vous présenter aujourd'hui est celui du travail accompli par le Bureau Provincial depuis sa formation jusqu'à la fin de l'année fiscale. Comme vous le savez, sans doute, le Bureau Provincial pour la Province de Québec a été fondé le 11 octobre 1905 et l'année fiscale se termine le 31 janvier de chaque année, conséquemment, mon rapport ne couvrira qu'un espace d'environ trois mois. J'ose espérer que MM. les membres ne considéreront pas les résultats obtenus dans un si court espace de temps comme un index de tous les bienfaits que nous sommes appelés à retirer d'une association organisée comme la nôtre.

Plusieurs questions d'une importance capitale ont été mises à l'étude; quelques-unes de ces questions ont déjà reçu, comme vous le constaterez plus loin, une solution satisfaisante, si l'on prend en considération les moyens que nous avons à notre disposition; les autres questions sont en bonne voie de progrès, et je suis convaincu qu'à la prochaine assemblée annuelle, le Secrétaire d'alors aura à inclure dans son rapport que justice entière a été obtenue sur tous les principaux points.

Les succès qu'a eus le Bureau Provincial dans tout ce qu'il a entrepris, même lorsque notre organisation était moins complète qu'aujourd'hui, devront être pour les membres un encouragement à persévérer. Nous admettrons tous que si tous les marchands détailliers voulaient s'unir et travailler à l'unisson, ils accompliraient des réformes qui non-seulement rapporteraient à chacun d'eux des bénéfices personnels, mais des réformes qui seraient dans l'intérêt du public. Tout dépend donc de cette volonté et de cette énergie, et sur ce sujet, il me fait plaisir de faire rapport que la majorité des marchands détailliers ont grandement amélioré leurs opinions. Le nombre de ceux qui sont fermement convaincus que les conditions du commerce de détail ne peuvent être améliorées que par l'entremise d'une association de Marchands Détailliers nombreuse et puissante augmente tous les jours. Il appartient donc à chacun des membres ici présents de prendre la résolution bien arrêtée de démontrer en toute occasion que les marchands détailliers peuvent, aussi facilement que les autres classes de la société, agir avec solidarité.

Le Bureau Provincial de la Province de Québec est formé de dix Succursales, régulièrement organisées, et de deux Succursales dont les officiers n'ont pas encore été élus, Lévis et Valleyfield. Les Succursales organisées sont :

|                                           |           |
|-------------------------------------------|-----------|
| Montréal, avec 10 Sections et 954 membres |           |
| Québec                                    | 4 " 128 " |
| Trois-Rivières,                           | 43 "      |
| Hull                                      | 46 "      |
| Cantons de l'Est                          | 121 "     |
| St-Hyacinthe                              | 25 "      |
| St-Jean                                   | 35 "      |
| Sorel                                     | 32 "      |
| Joliette                                  | 19 "      |
| St-Jérôme                                 | 10 "      |

1413 membres

Il serait peut-être bon de nous rappeler ici que le Bureau Provincial pour la Province de Québec fut organisé en Octobre 1905, alors que la Succursale de Montréal était composée d'environ trois cents (300) membres et celle des Cantons de l'Est de 67 membres, ce qui donne une augmentation de 1000 membres.

Dès la formation du Bureau Provincial, nous avons été appelés à surveiller la mise en vigueur de la Loi prohibant les Timbres de Commerce. Le 31 octobre 1905, une délégation composée de MM. J. G. Watson, J. O. Gareau et J. A. Beaudry, s'est rendu à Ottawa et a eu une entrevue avec Sir Wilfrid

Laurier qui, une fois de plus, a donné aux membres l'assurance de son appui.

Dans les premiers jours du mois de novembre, une nombreuse délégation, s'est également présentée chez le Procureur Général, l'Hon. Lomer Gouin, qui assura à cette délégation que tout en son pouvoir serait fait pour rendre justice aux Marchands Détailliers pour qui il avait une grande sympathie en cette cause.

Il consentit à appointer l'avocat de la Couronne qui agirait de concert avec l'avocat choisi par l'Association, pour faire toutes les procédures nécessaires dans les différentes causes qui seraient instituées. Armés de ces bonnes dispositions, les Officiers se sont mis à l'oeuvre, et avec l'aide de deux détectives et des avocats ci-haut mentionnés, 22 causes furent instituées contre un certain nombre de marchands et de compagnies de Timbres.

Ce travail a duré six semaines et a occasionné un montant de dépenses assez considérable, ce qui a eu pour effet d'amener le dénouement que vous connaissez tous et qui, je crois est satisfaisant pour tous les marchands.

Nous avons également eu à organiser un banquet en l'honneur de M. Honoré Gervais, M. P., le tout ayant été fait dignement et de manière à faire honneur à tous les membres.

Nous avons fait application au Gouvernement Provincial pour obtenir des amendements à la Loi des Licences de la Province de Québec, et nous avons obtenu que les Licences de Gros pour les magasins de liqueurs soient séparées d'avec les Licences de Détail, c'est-à-dire qu'une Licence de Gros ne permet pas de remplir les ordres pour moins que deux gallons à la fois, et cela d'une même sorte de liqueur. Ce qui empêche, jusqu'à un certain point, la vente aux consommateurs. Cet amendement est grandement apprécié par le commerce d'épicerie en détail.

Nous avons également obtenu que les Transferts de Licences pour les magasins de liqueurs en détail dans la ville de Montréal soient réduits à \$100.00, au lieu de 50%, 100% et 300%, suivant le cas, ce que les Epiciers en détail étaient obligés de payer quand, pour une raison ou pour une autre, ils décidaient de vendre leur magasin et transférer leur licence.

Une délégation fut également chargée de se rendre auprès de l'Ar-



chévêque de Montréal, Monseigneur Bruchésie, au sujet du commerce qui se fait par les communautés religieuses, et cette délégation a obtenu satisfaction, car, depuis cette date, nos membres ont pu se rendre compte que ce commerce ne se fait plus dans plusieurs communautés religieuses.

Nous avons aussi organisé le Comité Provincial de la section des Epiciers pour la Province de Québec et une convention des Epiciers a été tenue à Montréal les 22 et 23 mai dernier, et à cette Convention, les officiers suivants ont été élus :-

M. P. Daoust, Montréal Président Provincial de la section des Epiciers.

M. J. A. Chabot, Québec 1er Vice-Président Provincial de la Section des Epiciers.

M. J. G. Chevalier, Joliette, 2ieme Vice-Président Provincial de la Section des Epiciers.

M. U. Carignan, Trois Rivières, Trésorier Provincial de la Section des Epiciers.

M. J. A. Beaudry, Montréal, Secrétaire Provincial, de la Section des Epiciers.

A cette Convention, un grand nombre de résolutions ont été adoptées, et qui sont d'une grande importance pour le commerce d'Epicerie en détail, et desquelles nous attendons les meilleurs résultats.

En terminant ce rapport, Messieurs, je désire ajouter que les bons résultats qui ont été obtenus dans cette organisation sont dus en grande partie au Président Provincial qui, en toute occasion, a secondé nos efforts, et au 1er Vice Président Provincial qui a prêté son concours dans l'organisation de toutes les succursales environnantes, et au 2ieme Vice-Président Provincial qui a grandement contribué au succès de la Convention des Epiciers, et aussi au Trésorier Provincial qui, chaque fois qu'il en a été requis, n'a pas épargné son énergie pour assurer le succès dans tout ce qui était de l'intérêt de l'Association. En chaque circonstance, les Officiers Exécutifs ont fait preuve d'un grand dévouement.

J'ai bien l'honneur d'être, messieurs,

J. A. BEAUDRY,  
Secrétaire Provincial

Le Trésorier fait ensuite son rapport approuvé par l'auditeur M. J. J. Mullen. Ce rapport est adopté tel que lu.

On procède ensuite à l'élection

des Officiers pour le Bureau Provincial, pour la province de Québec pour l'année courante, et qui a donné le résultat suivant :-

M. J. O. Gareau, Président Provincial pour la Province de Québec, M. L. A. Bayley, 1er Vice-Président Provincial pour la Province de Québec.

M. A. L. Dupuis, 2ieme Vice-Président Provincial pour la Province de Québec,

M. J. G. Watson, Trésorier Provincial pour la Province de Québec

M. J. A. Beaudry, Secrétaire Provincial pour la Province de Québec.

M. J. J. Mullen, Auditeur.

MM. J. O. Gareau, L. A. Bayley, L. V. Marchessault, J. G. Watson, et J. A. Beaudry, furent nommés, délégués pour représenter le Bureau Provincial de la Province de Québec, sur le Bureau Fédéral de l'Association des Marchands Détailliers du Canada.

On procèda ensuite à l'installation des Officiers qui en prenant leur siège, dans des termes différents mais dans le même sens, s'engagèrent à faire tout en leur possible pour travailler à l'avancement et au succès de l'Association.

L'assemblée fut ensuite ajournée jusqu'au lendemain à 9 hrs. a. m. A 9 hrs. a. m. mercredi le 11 juillet 1906 les délégués s'assemblèrent de nouveau sous la présidence de M. J. O. Gareau, et à 11 hrs. sur la gracieuse invitation de la Succursale de Sherbrooke, ils firent une excursion à Newport Vt. par le Boston & Maine. Environ 250 Excursionnistes ont pris part à ce Pique-Nique. Rendus à Newport

un superbe dîner attendait les touristes.

Après le dîner, on fit un voyage de plaisir sur le lac jusqu'à Magog, à bord du "Lady of the Lake" De Magog à Sherbrooke, les excursionnistes firent le trajet en chemin de fer, train spécial. Le retour à Sherbrooke s'est effectué à 7 hrs. p. m. Tous les délégués sont revenus enchantés du splendide panorama qu'ils ont eu l'occasion d'admirer.

◆ ◆ ◆

### "LA FONCIÈRE."

Cie d'assurance contre l'incendie.

**Emission d'un Capital Action de \$100,000, divisé en 4000 actions de \$25. chacune.**

Nous sommes heureux d'apprendre que la compagnie d'assurance contre l'Incendie à la Foncière" prépare l'émission du capital Action qu'elle a été autorisée à constituer par bill privé sanctionné par la législature de Québec, le 9 Mars dernier.

Cette émission porte sur 4000 actions de \$25. chacune sur lesquelles 30% seulement seront appelés avec prime de 5%.

Nous croyons devoir attirer tout spécialement l'attention de nos lecteurs sur cette émission qui paraît devoir être appelée au plus grand succès: en effet, La Foncière" Compagnie à fonds social n'a pas à se préoccuper d'organisation puisque a à sa disposition le personnel d'agents et employés de "La Foncière" assurance Mutuelle; elle n'a pas non plus à redouter la période de début, toujours difficile, en matière d'assurance surtout, alors qu'il faut tout créer, le jour où elle entrera en opération, elle trouvera sous la main tous les éléments de réussite.

C'est donc avec la plus vive satisfaction que nous recommandons l'acquisition des titres de "La Foncière"; ces actions sont appelées, nous n'en doutons pas, à représenter dans un très court délai, le meilleur des placements.

Pour plus amples renseignements et pour se procurer le prospectus d'émission on est prié de s'adresser au Bureau Principale de "La Foncière" Compagnie d'Assurance Mutuelle contre l'incendie, 10, Boulevard St-Laurent.

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## LE PIQUE-NIQUE 1906

De la section des Epiciers, Succursale de Montréal, de l'Association des Marchands Détailliers du Canada, Inc.

La Section des Epiciers, Succursale de Montréal de l'Association des Marchands Détailliers du Canada, Inc., a donné son vingt-sixième Pique-Nique Annuel au Parc Otterburn, le 18 juillet dernier.

Cet endroit idéal qu'est le Parc Otterburn est fort recherché par les avides d'ombre, d'air pur et d'espace, et les Epiciers ont certes eu là une bonne et lumineuse idée en choisissant le Parc Otterburn comme but de leur excursion.

Tous les Epiciers de Montréal, surtout les membres de l'Association, et leurs amis, assistaient à ce Pique-Nique, et dans la foule, on a pu remarquer les personnes suivantes : MM. P. Daoust, Président de la Section des Epiciers ; E. Upton, 1er Vice-Président ; N. Séguin, 2ème Vice-Président ; P. Bruneau, Trésorier et A. Laurendeau, Secrétaire ; N. Chartrand, Secrétaire Honoraire ; J. A. Labonté, J. A. Maynard, J. A. Beaudry, Jos. Ethier, de Laporte Martin & Cie, J. A. Doré, M. de Repentigny, A. Bergeron, associé de la maison Quintal et fils, Edouard Quintal, Ed. Meunier, de Meunier et frères, J. Bell, T. Lanier et frère, J. Bell, The Lang Manufacturing Coy., J. G. Watson, Président des Marchands Détailliers de Chaussures, Jos. Lamoureux, Président de l'Association des Bouchers, Ls. Savaria, de la maison Dignard and Co., F. Papillon, de la maison Boivin, Wilson, Alp. St-Denis et J. O. Lévesque, de la maison Alphonse Leduc, J. D. H. Globensky, de la maison Geo. Moore and Co., E. Bergeron, de la maison D. S. Perrin and Co., R. Carrignan, de la maison Laporte et Martin, G. W. Guénard, de la maison Ed. Marceau, A. St-Onge, de Fortier et Monette, James Fletcher, de Fletcher and Co., J. C. Lefebvre, de la maison D. Masson, R. Langlois, de Gunn, Langlois and Co., C. Benoit, de Boivin et Wilson, J. H. Maiden, de "Eagle Baking Powder", A. Christin, de Viau Frères, J. A. Trépanier, de Fortier et Monette, A. Martel, O. Martel, W. C. Gaden, G. A. Stanley, J. Hutton, L. Laferrière, Mlle Chartrand, Mme D. Chartrand, Mme G. Brulé, Mme Marchand, Mlle M. Sawyer, Mlle R. Sawyer, Mme E. Gagnon, Mme L. Lachance, Mme D. Bélanger, J. A. Robillard, Mme E. Legault, C. Foy, A.

Poupore, Mme A. Laurendeau, Mme Ethier, Mme Call, M. C. Lesage, R. Martel, J. N. Crépeau, Mme R. Demers, M. Harry, A. Filion, Mme A. Sarrazin, M. D. Léonard, Mme U. Gudd, M. Larivière, épicier, Jos. Sarrazin, J. D. Boileau, T. Lamy, M. et Mme Louis Pilon, Jack Carrick, Jos. Murphy, F. H. Hewitt, W. Carrick, Alex. O'Brien, E. H. Montpetit, Jos. Chauvin, M. et Mme Geo. Caron, M. et Mme B. Gauthier, F. D. Cockburn, Mme A. Rhodes, Mme Creaghann, W. G. White, Mme J. I. Lussier, M. et Mme F. Lafortune, Mme Patenaude, M. et Mme O. Rousseau, M. Mme J. A. St-Denis, M. Moïse Lacombe, I. Paquin, M. et Mme F. E. Perrey, M. et Mme T. Brossard, M. et Mme J. A. Séguin, Mme Bonter, M. et Mme Mullarkey, Mme Hughes, M. et Mme E. Laurendeau, M. et Mme F. Scott, Mlle May, R. Desautels, de Desautels et Charest, Louis Savaria, John Stacy, J. A. Dufresne, J. Desmarais, A. St-Denis, A. L. Grothé, Jos. Paquin, Chas. Thérien, Léopold Paquin, Hector Allard, Mlle Alice Mercier, N. Cantin, O. Décarie, fils, P. Sarrazin, J. Sarrazin, A. R. Sarrazin, E. Gudd, E. P. Lalande, J. Jetté, R. Walsh, M. Malo, J. A. Boivin, Mlle A. Plouffe, Mlle Albina Laurent, J. B. Deslauriers, A. L. David, J. E. Bélisle, A. Ménard, P. Lefebvre, A. Chausse, H. Boyd, T. Pleau, C. M. Benoit, A. Laniel, A. D. Middleton, B. Décarie, O. Dion, J. Vanier, V. Loiselle, G. Naile, P. Paquette, J. A. Parayre, de Chevrier & Co., A. Rozon, H. Leroux, Louis Demuy, A. Legault, G. N. Pichette, L. Thivierge et J. A. Vaillant, Th. Bergeron, S. C. Christin, Jos. Provost, H. Timmons, B. Drolet, J. Mainville, C. M. Benoit, W. Lorrain, Jos. Fletcher, J. B. Vanier, A. Bastien, W. Gérardin, H. Moquin, P. A. Brunet, J. B. David, A. O. Galarneau, J. B. Berthiaume, G. Jasmin, J. Denault, Fred Hodge, Mme D. Bélanger, M. C. Lesage, J. G. A. Filion, pharmacien, F. H. Hervitt, A. O'Brien, G. Caron, J. Chauvin, M. et Mme B. Gauthier, F. D. Cockburn, M. et Mme F. Lafortune, J. D. Daunais, W. C. Whissel, Wm. H. Dunn, Z. Hébert, etc., etc.

Le départ de Montréal s'est effectué à 9 hrs a. m. et vers les 10 hrs la foule des excursionnistes, sortant avec une gaieté enthousiaste du train qui l'avait emprisonnée durant une heure, se dispersait sur le terrain en quête d'un peu d'ombre et

d'un petit coin pour jouir pleinement de la belle nature qui se déploie à cet endroit.

On procéda immédiatement au Programme des Jeux, tandis que dans le pavillon destiné aux Danses, les couples se mettaient déjà en place pour un tour de valse.

Pour chaque Course, il y avait plusieurs Prix, gracieusement donnés par les Maisons de Gros en Epicerie, les Brasseries, etc., etc. dont nous publions les noms ci-après :

American Cereal Co., 1 caisse "Quaker Oats"; Munderloh & Co., 1 demi-john Vinegar; E. D. Marceau, 1 Set à Thé en argent; Rose & Laflamme, 1 caisse de Good Willie Jam; Masson & St-Germain 1 Boîte de Biscuits; Wm. Champagne, \$1.00 en argent; Gunn Langlois & Cie, \$9.00 en argent; Sultana Mfg Co., 3 doz. Polo; F. X. St-Charles & Cie, 1 doz. Vjn St. Lehon; Union Brewery Co., 6 doz. Ale; Viau & Frère, Cash \$10.00; Tellier Rothwell & Co., 1 Gross Royal Black Lead, 1 caisse Bleu Parisien, 14 lbs; Tamilkande Tea Co., 1 caisse Mountain, Crown Ceylon Orange Pekoe Tea, valeur \$3.00; Fortier & Monette, Cash \$10.00; Hart & Tuckwell, Cash \$10.00; L. Martineau & Cie, 1 boîte de Klondyke, 20 lbs; Geo. Vipond, Cash \$5.00; J. A. Vaillancourt, Cash \$5.00; Léon Tanguay, 6 doz. d'essence; Masterman Packing Co., cash \$5.00; Marotte & Leblanc, 1 grosse Lampe, valeur \$7.00; W. D. McLaren, 2 doz. "Cook's Friend", 1 lb; Boivin Wilson & Co., 1 caisse de Vin St-Michel; Kearney Bros., 1 boîte Thé, 20 lbs en paquets; Ogilvie Flour Mills, cash \$5.00; Wm. H. Dunn, 1 boîte de "Pure Gold" assortie, 2 boîte de Lait Condensé de Borden; N. Quintal & Fils, 1 caisse de Pauhboe XXX \$12.00, 1 caisse de Portwine, 4 grapes, valeur \$10.00; J. C. Wilson, cash \$10.00; John Barry & Sons, 1 bon prix, valeur \$10.00; A. Léger, 1 Fromage 20 lbs; W. R. Wanhams, 1 caisse de Canadien Club; Austin & Laverty, 1 doz. Balais \$3.00; Wilson Lytle and Badgerow, cash \$10.00; Thos. Kinsella, cash \$5.00; C. Gratton & Cie, 1 Pipe de \$3.00; Z. Limoges, cash \$5.00; A. Dumani, cash \$5.00; Howard Bottling Co. cash \$5.00; R. Perron, cash \$5.00; C. Robillard & Cie, une Médaille; Goulet Frères, 1 boîte de Cigares "La Fortuna"; Bovril Limited, 1 doz. de boîtes de 2 onces de Bovril, 1 Coupe en argent; Meakins & Sons, 1 Set de Brosses; Lake of the Woods Milling Co, 1 baril de Fleur; Jos. Lamoureux, 2 doz. de Confitures; Laporte, Martin & Cie, 1 doz. Wiser "Red Letter", 1 doz. de Petites Bouteilles, cash \$25.00; J. Barsalou & Cie, 1 caisse de Poudre Impériale; Salada Tea Co, 1 boîte de Thé; Improved Match Co, 1 caisse de "Safe Light"; John Hope, 1 caisse de Brandy Robin; Beach Calculating Machine Co, 1 Support de téléphone; Canada Sugar Co, cash \$25.00; Moïse Champagne, Fruits \$5.00; Darling & Brady, 1 caisse de Savon; Alph. Leduc, 1 caisse de Savon "Gilt Edge"; J. H. R. Molson & Bros, cash \$25.00; Jos. Picard, 1 Jambon; Red Rose Tea Co, cash \$12.00; Théo. Lefebvre & Cie, 1 boîte de Café, valeur \$4.00; Demers, Fletcher & Cie, 1 caisse de Bourgogne; S. B. Townsend & Co, 1 caisse de Scotch M. Dew; H. Bourque, 5 caisses de Catsup; F. Hotte, cash \$5.00; Union Bottling Co, 10 doz Eau Gazeuse; Savon Comfort, 1 Montre en or, 1 Jarre à Biscuits en argent, 1 Horloge artistique, 1 doz. Cou-



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GAS BILLS  
INCREASES  
LIGHT  
OUTSHINES  
ALL OTHERS  
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AND  
HAS NO  
EQUAL

NEW PATENT  
GAS REGULATOR  
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BURNS 90% AIR  
10% GAS  
ADJUSTMENT  
NOT AFFECTED BY  
JAR  
SO SIMPLE  
A CHILD CAN  
REGULATE IT  
POSITIVELY  
NO ESCAPE OF GAS  
FROM REGULATOR  
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FLASH BACK  
OR PUFF OUT

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teaux en argent, 1 Sacoche; Le "Prix Courant", 1 Garniture de Cheminée; McCormick Biscuit Co, 1 boîte de Chocolats \$2.00; Jos. Picard, fruit merchant, cash \$4.00; P. Daoust, 1 caisse de Champagne; Larue & Cloutier, 1 baril de "Village", 1 boîte de Cigarettes; R. A. Lapierre, cash \$3.00; St. Louis Preserving Co. Ltd, 1 caisse de Confitures, 2 lbs; Fleischmann, cash \$10.00; Dawes & Co, cash \$20.00; Hudon Hébert & Cie, 1 caisse de Vin Byrrh; Bell, King & McLaren, cash \$5.00; Chase & Sanborn, 2 Saccosches, 2 Parapluies en soie \$5.00; Christie, Brown & Co, 1 doz. Couteaux à poisson, manche en écaille, \$18.00, 1 Pot à l'Eau en "twisted oak", \$10.00, 1 Pot à Bière en "twisted oak", \$6.00, 1 Plat à Salade, \$6.00, 1 Corbeille à Pain, \$5.00, 1 Set à Dépécer, \$4.00, 1 Set de Manicure en argent sterling, 8 morceaux, \$8.50; Laing Mfg. Co. 1 Lampe \$10.00, 1 Pendule de Cheminée \$6.00, 1 Corbeille en argent pour \$4.00; Hudon & Orsali, 1 Pot en argent, valeur \$20.00; J. L. Cassidy, 1 Lampe, valeur \$10.00; Evans & Sons, 1 caisse Montserrat Lime juice; J. M. Douglass, 1 caisse de "Red Heart Tonic Wine"; Wm. Dow, cash \$25.00; S. H. Ewing & Sons, 1 caisse de marchandises; J. Dalrymple, 1/2 baril de fleur; L. Chaput Fils & Cie, 1 caisse de Champagne "Rœderer"; Red Rose Tea Co, 1 Montre pour Dames, 1 Parapluie en soie; Mokara Mill, 4 doz. Café Mokara; R. E. Boyd & Co, 1 caisse de Good Will Soap; St. Lawrence Sugar Refining Co, cash \$25.00; D. Masson & Cie, 1 caisse de Vin St-Julien; S. H. Ewing & Sons, 1 caisse de "Club Coffee"; Montréal Biscuit Co., cash \$15.00; D. Masson & Cie, 1 caisse de Cognac "Marie Brizard"; W. Clark, une magnifique Coupe, valeur \$25.00; Marcotte & Frère, 1 Sacoche, 1 Porte-Cigarettes, 1 Portefeuille pour messieurs, 1 Porte-Portraits; Albert Soap Co, 1 caisse de Savon; D. S. Perrin & Co. Ltd, 1 China Tea Set, valeur \$15.00, 1 Clock, valeur \$8.00, 1 Cina Berries Set, valeur \$6.00, 1 Jardinière, valeur \$6.00, 1 Parlor Lamp, valeur \$6.00; T. Deguire, 1 sceau de Bonbons; Egg-O-See Cereal Co, 1 caisse d'Egg-O-See, Colin Campbell 1 caisse Usher's Whisky.

Les divers Comités étaient formés comme suit :

#### COMITÉ GÉNÉRAL

P. Daoust, Président.

##### Comité

M. DeRepentigny, E. M. St-Denis, A. Sarazin, N. Lapointe, A. Laniel, N. Chartrand, N. Séguin, J. A. Beaudry, A. Laurendeau, J. A. Maynard, J. A. Labonté, A. Guay, L. O. D'Argencourt.

#### COMITÉ DE RÉCEPTION

N. Chartrand, Président

##### Comité

Ech. O. Ricard, J. A. Beaudry, P. Bruneau, E. Upton, N. Séguin, J. A. Maynard, A. Martel, R. Turner, Eug. Viau, A. Laurendeau, E. Larivière.

#### COMITÉ DE SOUSCRIPTION

M. DeRepentigny, Président

##### Comité

P. Bruneau, A. Bastien, P. Daoust, J. A. Beaudry, J. A. Maynard, Ed. Tessier, G. A. Archambeault, J. A. Labonté, R. Martel, N. Séguin, E. Upton, A. Laniel, T. Montpetit, H. Poirier, E. M. St-Denis, J. A. Doré, J. B. Vanier, J. I. Malette, A. O. Galarneau.

#### COMITÉ D'IMPRESSION

J. A. Labonté, Président

##### Comité

J. A. Maynard, A. Bastien, N. Séguin, J. A. Beaudry.

#### JEUX

A. Laniel, Président

##### Comité

A. Martel, Décarie, J. A. Maynard, A. Sarrazin, T. Pleau, Jos. Denault, J. A. Doré, R. Dubois, A. Laurendeau, C. Grondin, G. A. Archambault.

#### COMITÉ DE CHEMIN DE FER

J. A. Beaudry, J. A. Maynard,

##### Présidents Conjointes

##### Comité

C. Larivière, Ech. N. Lapointe, L. Demuy, N. Chartrand, A. E. Beaudoin, L. O. D'Agencourt, A. Bigaouette, E. M. St-Denis, P. Filion, J. B. Vanier, J. A. Labonté, E. Larivière, A. Guay, W. Girardin, G. A. Archambault, A. Sarrazin.

#### COMITÉ DE DANSE

A. Sarrazin, Président

##### Comité

P. Bruneau, A. Laurendeau, J. B. Berthiaume, A. Bastien, A. Martel, J. D. Boileau.

#### JUGES

W. H. Dunn, A. T. Hodge, Jos. Ethier, J. E. Brown, A. G. Middleton, A. Norris, Z. Hébert, C. T. Wood, W. C. Whissel, Harry Clark, Armand Chaput.

Le Programme des Jeux et des Amusements avait été préparé d'une manière très attrayante et de nature à plaire à tous les assistants, aussi à certains moments il y eut réellement beaucoup d'enthousiasme. Vers les midi, on cessa ou plutôt on mit une intermission aux jeux et à la danse pour satisfaire un peu à la faim qui n'avait pas manqué de s'aiguiser au grand air. Un lunch froid fut servi, durant lequel on eut le plaisir d'entendre quelques joyeux discours, à commencer par celui du Président de la Section des Epiciers, M. P. Daoust. Il remercia tout d'abord les invités qui avaient bien voulu rehausser de leur présence l'éclat de cette fête, les engageant à continuer de prendre part à tous les amusements. Il dit qu'il était heureux d'être Président d'une association qui marchait d'année en année vers le progrès, et qu'il espérait bien que tous les membres se donneraient la main pour faire de cette association une œuvre puissante et influente.

M. J. G. Watson, Président de la Succursale de Montréal prit ensuite la parole et avec sa verve habituelle il remercia le Président d'avoir songé à lui faire l'honneur de l'inviter à cette fête de famille, et dit qu'il souhaitait à ce Pique-Nique tout le succès désiré.

M. Jean Lamoureux, Président de l'Association des Bouchers, parla en ces termes lui aussi, espérant bien qu'avant peu ses confrères auraient définitivement décidé de faire partie de l'Association, afin de pouvoir accomplir tout le travail projeté. Ce fut ensuite au tour de M. J. G. A. Filion, Président de la Section des Pharmaciens de Montréal. Il déclara qu'il était heureux de constater combien les Epiciers de Montréal étaient unis et les remercia pour leur délicate attention à son égard.

MM. J. O. Lévesque et R. Carignan, commis-voyageurs, félicitèrent l'Association de ses succès et de son union, ajoutant qu'ils espéraient bien que cet état de choses ne tendrait qu'à s'améliorer, afin de pouvoir atteindre leur but qui est de protéger les intérêts des Marchands Détailliers.

M. Jos. Ethier, le représentant de MM. Laporte Martin & Cie, remercia lui aussi la Section des Epiciers pour sa gracieuse invitation, disant qu'il comptait bien s'amuser et profiter de tout ce qu'on mettrait à sa portée.

M. H. P. Nightingale, du "Prix Courant" se dit très flatté de pouvoir assister à une fête de ce genre et en remercia les Epiciers. Il ajouta qu'il avait suivi avec plaisir les progrès de cette association, et qu'il avait toujours admiré leur esprit d'union qui est une garantie de succès pour eux.

M. Wm. Seyler du "Canadian Grocer" succéda à M. Nightingale et parla à peu près dans les mêmes termes.

M. J. A. Beaudry, Secrétaire Provincial de l'Association des Marchands Détailliers du Canada, remercia, au nom des Epiciers, les orateurs qui avaient fait de si bons souhaits pour le succès de l'œuvre, et invita tous les assistants à prendre part aux amusements qui allaient bientôt recommencer, ainsi qu'aux danses, etc. etc.

A 7.30 hrs p. m. le train ramenait les Excursionnistes chacun chez lui tous se promettant de revenir l'an prochain.

### Pique-Nique Annuel des Marchands Détailliers de Nouveautés à Highgate Springs.

#### Succès sans précédent.

Le pique-nique annuel des marchands détailliers de nouveautés jeudi, le 9 Août dernier, a été un succès sous tous rapports.

M. W. U. Boivin, premier vice-président de l'association a été continuellement sur la brèche, voyant à ce que les excursionnistes aient tout le confort possible et s'amusaient à qui mieux mieux.

M. Boivin en l'absence du président qui était retenu chez lui par une indisposition avait assumé la charge de diriger la fête, et il y eût un concert d'éloges à son adresse. Le comité d'organisation a secondé efficacement les efforts de M. Boivin.

Il n'y avait qu'une phrase dans la bouche des excursionnistes en revenant à Montréal: "c'est le plus charmant pique-nique auquel j'ai assisté, j'ai passée une journée délicieuse.

En effet, la température était idéale, tous les pique-niqueurs d'une gaieté franche et communicative, le parc Missisquoi enchanteur, et les amusements d'un choix tout à fait heureux.

A onze heures, le convoi spécial stoppait au parc Missisquoi qui fut envahi par les pique-niqueurs.

Après avoir fait une visite dans ce parc où les beautés de la nature sont si bien mises à profit par le travail humain, les organisateurs commencèrent l'exécution du programme des courses et amusements.

Ces courses et autres amusements eurent lieu dans un joli vallon où la brise du lac Champlain tempérerait les ardeurs d'un soleil torride.

On se dispersait un peu partout pour faire la dinette et se promener sous l'ombrage des bosquets de sapins dispersés ici et là. La belle température attira un bon nombre d'excursionnistes qui se promènèrent en chaloupe.

Les deux hôtels d'été, le Lakeside et le Franklyn, étaient remplis de touristes qui sont venus se joindre aux pique-niqueurs pour prendre part aux amusements.

Le comité d'organisation et ses invités ont pris un dîner succulent à l'hôtel Franklyn, où le service a été parfait.

Les convives ont fait ces choses "short and sweet," se contentant d'échanger des

propos gais et de se faire mutuellement les meilleurs souhaits pour l'emploi de l'après-midi.

Les discours étaient relégués au fond des cartons.

A deux heures, aux accords de l'orchestre Blazi, un magnifique programme de danses fut complètement épuisé, plusieurs numéros ont même été bissés.

A six heures l'orchestre exécuta "Home Sweet Home", avec tant de persuasion musicale que le excursionnistes, la joie dans l'âme, satisfaits de leur journée reprirent le chemin du Canada, en faisant entendre les chants les plus patriotiques de notre répertoire national.

Voici comment se composaient les différents comités d'organisation de la fête et le comité de direction :

#### BUREAU DE DIRECTION

O. Lemire, président ; W. U. Boivin, 1er vice-président ; Z. Arcand, 2ième vice-président ; A. Lecompte, trésorier ; A. Rouleau, secrétaire.

#### COMITÉ D'EXCURSION

O. Lemire, président ; J. O. Gareau, Z. Arcand, A. Rouleau, E. Lamy, J. D. Couture, A. Fleury, G. Marsolais, E. Viau, J. B. Letendre, J. P. Bénard, J. E. Fleury, W. U. Boivin, A. Lecompte, J. P. Gervais, A. Giroux, H. Constantin, D. Mercure, A. I. Vallières, T. Oakes, W. Lafrance, A. Lamy, Jos. Lemieux.

#### COMITÉ DE RÉCEPTION

O. Lemire, président ; A. Lecompte, J. O. Gareau, A. Rouleau.

#### COMITÉ DES JEUX

A. Fleury, président, Z. Arcand, E. Lamy, T. Oakes, J. O. Gareau, H. Constantin, A. I. Vallières.

#### COMITÉ DE LA MUSIQUE ET DES DANSES

W. U. Boivin, président, J. P. Gervais, J. D. Couture, E. Viau, A. Giroux, Jos. Lemieux.

### Pique-Nique Annuel des Marchands de Chaussures.

#### Beau succès au Parc Dominion

Le pique-nique annuel des membres de la section des marchands de chaussures, de l'Association des Marchands Détailliers du Canada a été un succès jeudi le 26 juillet dernier. A l'encontre des fêtes passées, il n'a pas consisté en une excursion à la campagne avec un programme de concours et de jeux divers. Il s'est fait au Parc Dominion et pour cela, la fête n'en a pas été moins belle, moins agréable, et le plaisir d'un chacun moins communicatif.

Par une attention aussi gracieuse que cordiale, le conseil d'organisation avait envoyé non-seulement à tous les membres de l'Association, mais aussi à tous les autres marchands de chaussures des invitations et des billets de faveur, donnant droit d'entrée au parc et à chacun de ses pavillons.

L'heure du rendez-vous avait été fixée à 2 heures et 30, mais les invités se rendirent pour la plupart, à la soirée. La section des marchands de chaussures a bien mérité, car un grand nombre de leurs collègues vinrent prendre part à cette manifestation qui parut moins la fête d'une association que celle de tous les commerçants de chaussures de Montréal.

Il faut dire aussi que la température fut idéale—la situation du parc Dominion, sur le bord du fleuve, à proximité de la ville, en fait un endroit délicieux.

La fanfare Vauder Meerschen, sous la direction de M. Goulet, a exécuté un fort joli programme musical. La troupe japonaise de Tokio a accompli les tours les plus audacieux avec la plus grande adresse et plus grande habileté.

Parmi les personnes présentes à la fête, nous avons remarqué MM. E. P. Ronayne, président de l'association, J. G. Watson, G. G. Gales, A. S. Lavallée, C. R. Lasalle, J. Ros'on, B. Matte, L. O. Girard, F. Barry, J. E. Wayland, J. Labelle, J. B. A. Corbeil, Léon Julien, J. Fogarty, H. Maclaughan, Olier Adam, A. Lecompte, O. P. de Montigny, N. Beaudin, L. Adelstein, J. A. Beaudry, P. Daoust, Jos. Ethier, J. G. A. Filion, Jean Lamoureux, U. Dubrenil, etc., etc.

# Seaforth Milling Co.

## MILLERS and GRAIN DEALERS

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Seaforth, Ont., Canada



## REPORTS FROM BRANCHES

### GENERAL EXECUTIVE BOARD

#### Toronto Branch.

The regular monthly meeting of the General Executive Board of the Toronto Branch was held in the Board Room on Thursday evening, June 28th, with President F. C. Higgins in the chair.

#### Report of Municipal Committee.

Mr. E. M. Trowern reported that Mr. Westrum had called upon him and stated that the City Council had turned down his proposition to experiment on Toronto streets with his preparation "Westrumite," for the laying of dust, and that he, Mr. Trowern, had gone with Mr. Westrum to the City Engineer and the Board of Control, and had succeeded in getting the Board of Control to pass a resolution to allow Mr. Westrum to experiment on certain streets at his own expense.

Mr. Trowern also reported that a complaint had been made to him that the City Engineer had recommended the placing of the "T" rail on the street railway tracks on lines outside of the immediate centre of the city. A long discussion took place on the matter, it being the opinion of those present that such a course would be very dangerous to vehicle traffic, and a resolution moved by Mr. Walker, and seconded by Mr. Willmot, was unanimously adopted, as follows: "That the matter be referred to the Municipal Committee for further report." and if such a recommendation had been made that we use every effort to oppose it.

#### REPORT RE LEGISLATION.

The General Secretary also reported that it had been arranged that a deputation of retail merchants should be received by the Dominion Premier and other members of the Government, on Thursday morning, the 5th of July, during the Ontario Provincial Convention at Ottawa, to press for the amendments to the Criminal Code that are sought for by the Association, and that he had received many letters from the Secretaries of Branches in Ontario to the effect that they were sending delegates, which gave the expectation that the Convention would be largely attended. A letter received from the Port Hope Branch with reference to the amendments to the Criminal Code was referred to the Ontario Provincial Convention to deal with.

#### Careless specifications for Tenders.

A resolution from the Coal Dealers' Section was presented, calling attention to the practice of some of the public bodies in the City in drawing up specifications for tenders in a careless manner. The Secretary was instructed to communicate with the various public bodies, with a view to preventing this in the future.

Mr. Willmot reported that the arrangements for the Annual Excursion to Niagara Falls on the 11th of July were progressing satisfactorily.

Mr. Willmot stated that he would

not be able to attend the Ottawa Convention, and Mr. Samuel Corrigan was appointed a substitute in his place.

No other business coming before the meeting it then closed.

#### Toronto Druggists give a great welcome to their New York Brethren.

On Friday, the 29th of June, the Drug Section of the Toronto Branch of our Association joined with the Ontario College of Pharmacy in giving a welcome to the delegates and their ladies who had been attending the Convention of the New York State Pharmaceutical Association at Niagara Falls, and who were on an excursion to Toronto on that day. There were in the party nearly three hundred altogether, and they arrived from Niagara by the eleven o'clock boat, and were immediately taken in hand by the joint committee appointed for their reception. They were conducted to the Queen's Hotel, where a sumptuously prepared luncheon was served in the spacious dining hall of the hotel.

After luncheon Mr. George E. Gibbard, chairman of the committee, called the assemblage to order and proposed toasts to both King Edward and President Roosevelt, which were followed by all joining in the singing of the British and American national anthems.

Alderman Graham, Chairman of the Reception Committee of the City Council, then delivered an address of welcome to the visitors on behalf of the City of Toronto in an exceedingly happy speech, after which Mr. W. J. A. Carnahan, past Chairman of the Drug Section, sang a verse or two of "The Maple Leaf Forever," those present joining in the chorus. As a fitting tribute to the memory of the author of the Canadian National song, Mr. Alexander Muir, whose funeral was to take place the next afternoon, the chairman asked that a toast be drunk in silence. This was done, the American guests, many of them being visibly touched by the fact that the man whom their entertainers were so glad to honor in death was at that time lying forever silent so far as this world is concerned and ready for burial.

Mr. Rogers, of Middletown, N.Y., the newly elected President of the New York State Pharmaceutical Association, spoke a few words of appreciation at the welcome they had received and called upon Dr. W. C. Anderson, of Brooklyn, whom he described as the Orator of the Convention. Dr. Anderson spoke at some length, eloquently expressing the thanks of the delegates for the unexpectedly grand reception they had been given, and trusted that the Stars and Stripes and the Union Jack would ever remain entwined together for the preservation of the peace of the world and good will amongst all nations.

It then being one o'clock, all made their way to the cars that were in waiting at the front of the hotel, and embarking were given an hour's ride

around the principal parts of the city, reaching the College of Pharmacy at two o'clock, where a group photograph was taken at the front entrance, and refreshments served in the Assembly Hall.

As the guests had to return by the five o'clock boat the reception ended at three o'clock, so as to give the visitors an opportunity to attend to any private matters of pleasure or business that they might have on hand. So that after a final address of thanks by Mr. Eugene Laurier, President of the Niagara Falls Pharmaceutical Association, the party broke up in small groups, many of which were still accompanied by members of the committee until the hour for leaving arrived. A final send-off was given the visitors as the boat drew out from the wharf, and a day ended which not only has cemented a bond of unity of feeling between the druggists of Toronto and their brethren of New York State, but has also done much towards strengthening the principle of brotherhood that has for years been growing up between the neighboring peoples of Canada and the United States.

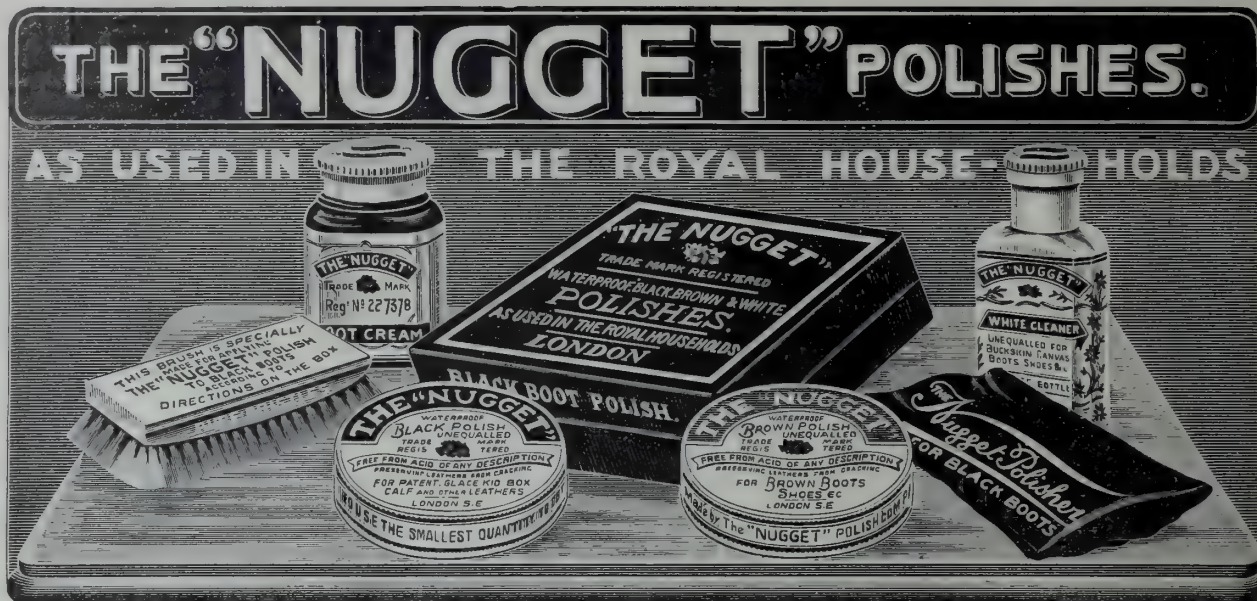
#### Aylmer Branch.

A branch of the Association was formed in the town of Aylmer, Ontario, at a public meeting held on Tuesday evening, the 26th of June, over Mr. J. E. Richards' store. Mr. W. S. Case was appointed chairman of the meeting, and Mr. E. C. Monteith, secretary. Organizer S. A. Brubacher delivered a stirring address, outlining the objects of the Association and showing the importance of retail merchants uniting to secure legislation and other various measures in their interests. The local Association will also be of great use in securing an improvement in the Aylmer market for the accommodation of farmers, in the securing of new industries for the town, and many other important matters. To all intents and purposes this Association is a Board of Trade for the town, and if the members work together, as they doubtless will, untold good will result to the town in general and to the merchants in particular.

#### Simcoe Branch.

On the 5th of June Organizer S. A. Brubacher formed a branch of the association in the town of Simcoe. A couple of public meetings were held. At first the project was not received by the merchants with very much enthusiasm, and in fact many of them were very skeptical as to the value of the organization. This idea was, however, soon dispelled when the matter was fully explained in all its bearings and the branch starts off with a membership of forty-six. The officers elected are as follows: President, Geo. Williamson, fancy goods; First Vice-President, L. J. Potts, dry goods; Second Vice-President, R. Emonds, grocer; Secretary, Charles A. Austin, druggist; Treasurer, I. D. Lawson. Some of the objects of the local branch will





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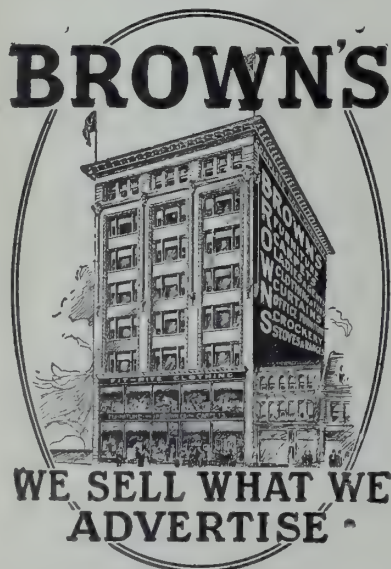
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be to secure a betterment of the matter of freight and express charges, a lowering of the insurance rate and better market facilities. It is also proposed to take up the matter of a more aggressive advertising campaign, both for the individual business man and the town as a whole. Then there are matters of such local interest as street lighting, early closing, half holidays, water works, charity and other subscription lists, window dressing, fake advertising schemes, and many other subjects upon which concerted action will be wise and to the general interests of the town.

### Port Dover Branch.

The retail merchants of the town of Port Dover, Ontario, were called together on Thursday evening, the 22nd of June, in the council chamber, by Organizer S. A. Brubacher. A large number of merchants were present, and Mr. F. W. Denton, Reeve of Port Dover, was moved into the chair. Mr. Brubacher explained in detail the aims and objects of the organization, after which expressions of opinion were given by many of those present favorable to the formation of a branch in the town. All present signed the roll of membership and it was decided that all the merchants at the meeting should assist the organizer to secure the rest of the merchants of the place. Ninety per cent. of the merchants have become members. Efforts will be made by the local branch to improve Port Dover market place, tabulate bad pays, take measures to improve the town in every way possible and induce people to locate there. Another meeting was held on the following evening for the election of officers, which resulted as follows: President, R. M. Taylor, druggist; First Vice-President, F. M. Bond, general merchant; Second Vice-President, R. Miller, grocer; Treasurer, Miss Giles; Secretary, T. W. Smith, jeweller; Auditors, Ed. Bagley, grocer, and George Thompson, furniture.

The merchants have taken hold of the matter very readily and if the branch works vigorously along the lines indicated it will prove valuable both to themselves and the general public of the town.

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### COAL DEALERS' SECTION

#### Toronto Branch.

#### Address by Mr. Delos Hull.

A special meeting of the Coal Dealers' section of the Toronto branch was held in the Association Board Room on Monday evening, the 18th of June, to hear an address from Mr. Delos Hull, of Chicago, on "What It Costs to Do Our Business." Mr. Hull has been in the retail coal business for many years and has served for some years as president of the Retail Coal Dealers' Association of his own state, which Association he was very largely instrumental in organizing, and no man has done more for the retail coal trade of the United States than Mr. Hull. Mr. Hull is also editor of the Retail Coal Dealer, a monthly journal. There was a large turn out of members. Mr. Hull is a pleasing and forceful speaker, and his address was an interesting one and very much appreciated.

The speaker opened by stating that he had been in organization work for the past nine years, and that over in his own country they call him the grandfather of the Retail Coal Dealers Association. Some nine years ago he first took up the coal business and soon found out that if he wanted to make any money he would have to stop the jobbers from whom he bought, selling to consumers. Any consumer could get a single ton of coal at the same price per ton as he had to pay for a hundred tons. He called the retail coal dealers of his own locality together, and then the dealers of his own state, and an association was formed for the state. At first the wholesalers and retailers were associated together, but in the course of a couple of years or so it was deemed advisable to hold separate meetings and the wholesalers dropped out and now the Association is composed of retailers only. The Association now covers the two States of Michigan and Indiana, and during his presidency of four years the membership increased from sixty to almost eight hundred. As a result of the work of the Association there is not now a single car of coal shipped to a consumer in the two States, and the dealers are now making some money. He had given a great deal of his time to the organization of Associations in other States, and now there is hardly a State in the whole American Union but has its Retail Coal Dealers' Association, and they also have a national Association or Council of all the State Associations.

He went on to say that these Associations were not combines for raising prices and making the public pay high prices so that the dealers might become rich. Their work is simply to secure honest dealing and a fair margin of profit to the dealers. They are held together by mutual self-interest and their work is mostly performed by a principle of honor amongst the members. They meet together and talk over matters affecting the trade and come to a general opinion amongst themselves as to what is right in their interests, but do not attempt to force any of their members by rules or regulations, the laws of their States not allowing that to be done. In most cases the members hold together so well that jobbers and other wholesalers who do anything to demoralize trade soon find out that they cannot do business. They had found that it is the simplest thing in the world to make money in the coal business if the retailers will only get together and work together.

There was another matter that they have also settled in many of the local Associations in the United States, and that is the matter of credits. After his first year in business he had on

his books twenty-one thousand dollars, seven thousand of which he has never collected. Another year like that and he would have been non est comeatibus. He decided then and there, never to sell another ton of coal unless he could see a profit in it. In his local Association they have a system amongst the members by which people who are known to be bad pay are able to get no coal at all. It is not compulsory on the part of any dealer not to sell to such parties, but mutual self-interest leads all to adhere to the system. All dealers should know exactly what it costs them per ton to do business. Not one dealer in twenty can do this, so that they cannot tell whether they are making any money or not. He had found by enquiry and calculation that taking the United States and Canada together it costs on the average just about eighty-six cents per ton to do business. It costs him ninety-four cents per ton. Some dealers present said that they did not know what it costs them, but one or two said that it costs them about one dollar and twenty-five cents. Mr. Hull calculated that if he made one dollar and a quarter per ton, out of which of course he had to take the ninety-four cents per ton, thus leaving a net profit of thirty-one cents per ton, he was making a fair living profit.

It many other points of interest were brought out in the course of the address and the discussion which followed and the meeting broke up at a late hour with a hearty vote of thanks to Mr. Hull.

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### MILK DEALERS' SECTION

#### Toronto Branch.

At the regular monthly meeting of the Milk Dealers' Section of the Toronto Branch a complaint was made that Government analyses of milk take from three to four months to reach the milk dealers. A report was also made that the Sunday afternoon closing resolution was being observed by the great majority of the dealers of the city.

The agreement with the Toronto Bottle Exchange Company was presented and signed by some of the members. The agreement reads as follows:

1.—We, the undersigned milk dealers of the city of Toronto, hereby agree to pay the representative of the Bottle Exchange Company two cents for each and every milk bottle delivered on our premises, bearing our name or the name of the dairy under which we are known for a trial term of three months, commencing about the tenth day of June, 1906.

2.—We further agree to permit the said representative of the Bottle Exchange Company to have entrance to our place of business in order to collect stray or branded bottles belonging to others, and when said Bottle Exchange is in full operation, to use no branded bottles other than our own.

3.—The Bottle Exchange agreeing to establish a warehouse and offices in a central location, for the purpose of collecting, storing, assorting and deliv-



ering all branded bottles to their rightful owners and keeping a record of same.

4.—To maintain a machine (electric) in operation on said premises for the purpose of branding plain milk bottles at seventy-five cents per hundred when brought to the Exchange, otherwise the price to be one dollar per hundred when the machine is taken to dairies.

5.—This agreement to become null and void if one hundred and fifty subscribers are not secured, and if this agreement goes into operation the Bottle Exchange agrees not to charge the members at any future time more than two cents per bottle.

The above proposal is endorsed and approved by the Executive Committee of the Milk Dealers' Section of the Retail Merchants' Association of Canada."



### Second Life Guards Band at Toronto

As a musical aggregation the Band of the Second Life Guards, which will play twice daily, at 11 a. m. and 4 p. m., at the Canadian National Exhibition, from August 27 to September 8, may have its peer in the British service, but it is surpassed by none. It is the favorite band of His Majesty the King at all Royal Levees and high State functions. It is the most gorgeously uniformed band in the service and its members are noted for the handsome appearance they present as well as for the excellence of their playing. They are all fine looking men, who in any assemblage would attract attention by their striking bearing. It was with the greatest difficulty that the management secured permission for this splendid band to visit

Canada. It has never before been allowed to leave England to fill a concert engagement, and the people of Canada have reason to feel themselves especially favored in the permission that has been granted by His Most Gracious Majesty the King. The single price of admission will not only include all the Exhibits, but also the playing of this, one of the most superb, most famous and most imposing bands in the Empire. Other bands, among them Canada's best and the one attached to the 65th Regiment of Buffalo, N. Y., will play on the grounds daily. Concerts will also be continuously given in connection with the Piano exhibit in the Manufacturers' Building, so that there will be an abundance of music at the Exhibition in Toronto of the highest order.



### Industrial Processes at Toronto Fair

The new and extensive \$150,000 building provided by the Canadian National Exhibition for a display of processes of manufacture will be fitted up this year for the accommodation of binder, twine making, the manufacture of many different specimens of pure food, lithographing, printing, bookbinding, glass cutting, canning, packing, the weaving of carpets, and other forms of textile manufacture, such as cotton and cheese, cloth, boot and shoe making, from the raw material to the finished article, Canadian tweeds and other cloths, and a variety of other processes, making in all one of the most interesting features of the great exhibition.

### Reduced Rates to Toronto

Specially reduced rates have been granted, by all lines of travel connecting with Toronto, to be in force during the holding of the great Canadian National Exhibition from August 27th to Sept. 10th. In addition, special excursions will be run two or three times a week from points within a radius of 300 miles.



### Skilled Clerks or Detectives, which?

A valuable ermine scarf, valued at \$90, was mysteriously stolen from a showcase in the fur department of the Robert Simpson Company's department store, Toronto, on Wednesday afternoon, July 18th. The city detectives have been called in to endeavor to find it. Skilled clerks are good preventatives.

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